

No 61,740

THE TIMES Tomorrow

Cash... Full report of the rate-capping debate in the Commons

...and Cary The eternal Cary Grant, star and survivor of more than 70 films



Gasper... Sebastian Coe tells David Millar about his fight to recover gold medal form

... carrot The raw veg and carrot juice path to fitness with Leslie Kenton

Rough justice Sri Lankan lawyers are unhappy about what they see as an attack on the nation's judiciary

Flooding may force pit to shut

Urgent talks were taking place over the Kinsley colliery in West Yorkshire which the coal board said, could be flooded and lost within 48 hours because of the miners' overtime ban which prevented vital maintenance. Fourteen thousand pitmen were sent home because of the ban Page 2

Microcomputer Challenge

Today Computer Horizons launches the first stage of The Times national computer competition, with 10 BBC Microcomputers to be won Details and entry form, Page 20

Air deal hope

Short Brothers, the government-owned aircraft company, is confident of winning a United States Air Force order worth about £150m for light freighter aircraft Page 2



Abortion move

A committee of gynaecologists and paediatricians is expected shortly to recommend reducing from 28 to 24 weeks the legal limit for the termination of pregnancy Page 3

Killer prawns

Thirteen Dutch people died and 100 are ill after eating prawns from Southeast Asia. Holland banned sales and West Germany banned imports.

Pound rallies

Sterling rose 1.25 cents to \$1.4205 and share prices continued their record run, with the 30-share index closing at 813.7, up 5.6 points Page 15

THE TIMES

We apologise for certain shortcomings in our financial, sport and advertising services today. These are due to an industrial dispute involving clerical members of the Society of Graphical and Allied Trades 82.

Leader page 13 Letters: On arms talks, from Mr Tim Rathbone, MP; Ulster, from Mr J Peel; moral issues, from the Rev Dr C P Thompson

Leading articles: East/West dialogue; Local government. Features, pages 7-12 Rates: John Vincent castigates the rates defaulters; Roger Scruton, a victim of discrimination; Glen Baxter, the surreal thing; Spectrum: détente and the new friendly Reagan; Fashion: two pages for men

Obituary, page 14 Dr Clifford Whitworth, Mr Paul Ben Haim

Home News 2-4 Law Report 25 Overseas 5, 6 Parliament 14 Arts 7 Sale Room 14 Business 15-20 Sport 22-24 Church 14 TV & Radio 27 Court 14 Theatres, etc 27 Crossword 28 Universities 7, 14 Diary 12 Weather 28

Reagan challenges Soviet Union to join peace quest

From Christopher Thomas, Washington

President Reagan departed abruptly from his customary anti-Kremlin rhetoric in a speech yesterday designed to coax the Russians back to arms control talks and placate European allies who have grown increasingly alarmed at Soviet-US tensions.

It marked a turning point in the way the United States will handle Moscow in renewed attempts to revive disarmament negotiations. It was the most important and comprehensive statement Mr Reagan has made on US-Soviet relations and comes at a time of acute difficulties between the superpowers.

But the Administration is not optimistic about a breakthrough. In particular, it does not hold out much hope for reviving the stalled intermediate-range nuclear forces (INF) talks. The most promising prospects, Washington believes, lie with the strategic arms reduction talks (START) in Geneva and, to a lesser extent, the mutual balanced force reduction talks (MBFR) in Vienna.

There has been an intensifying private dialogue in Washington between senior State Department officials and Russian diplomats in the build-up to Mr Reagan's speech. The White House attaches such importance to it that it gave the Russians advance notice of what he was going to say. That explains how Soviet commentators managed to attack the speech well in advance of its delivery.

Arms debate 6 Spectrum 8 Leading article 13

In his nationally-televised broadcast - also beamed live to Europe - Mr Reagan said the US policy of "credible deterrence, peaceful competition and constructive cooperation" was for the long term. "It is a challenge for Americans. It is also a challenge for the Soviets. If they cannot meet us halfway, we will be prepared to protect our interests."

"Our challenge is peaceful. It will bring out the best in us. We

do not threaten the Soviet Union. Freedom poses no threat. It is the language of progress."

The speech was also directed at domestic criticism of Mr Reagan's bellicose language towards the Soviet Union. Less than a year ago, for example, he described Moscow as an evil empire ruled by liars and cheats.

The President said yesterday: "We cannot predict how the Soviet leaders will respond to our challenge. But the people of our two countries share with all mankind the dream of eliminating the risk of nuclear war. It is not an impossible dream."

The administration's olive-branch approach to arms talks will have its first test tomorrow in Stockholm when Mr George Shultz, the Secretary of State, meets Mr Andrei Gromyko, the Soviet Foreign Minister.

MOSCOW: Tass dismissed President Reagan's speech as propaganda and said it offered no new ideas for limiting the nuclear arms race (Reuter reports).

Reagan text, page 6

35 nations seek symbol of hope in Stockholm

From Henry Stanhope, Diplomatic Correspondent, Stockholm

Foreign Ministers of Nato, the Warsaw Pact and Europe's neutral nations were deep in private consultations here last night, on the eve of what could become an historic meeting of minds.

Mr Olof Palme, Sweden's Prime Minister, said at a special luncheon that they were looking for a "symbol of hope" after the breakdown of the principal East-West arms talks before Christmas.

Speaking carefully, as befitted the leader of the host government at the 35-nation Conference on Disarmament in Europe, Mr Palme was none the less sharply critical of the breakdown, which he said had been quite unnecessary.

Referring particularly to the negotiations on intermediate range nuclear forces (INF), from which the Russians walked out in November in protest at the deployment of new American nuclear missiles in Western Europe, he said that it would have been "perfectly reasonable" to reach a position on non-deployment by the Americans in return for a "consider-

able cut-back" in those missiles - presumably the Soviet SS20s - already in place.

He went on to repeat his Government's threat to shoot down cruise missiles overflying Sweden; the country's territorial integrity had to be protected, he said.

Mr Palme, who later met both Mr George Shultz, the US Secretary of State, and Mr



Mr Gromyko: Help needed from neutral countries.

Andrei Gromyko, the Soviet Foreign Minister, for welcoming bilateral talks, said he did not expect all the damage to be repaired during this opening week; it was easier to stop negotiating than to start again.

But deterrence was a fragile instrument for building peace, and the emphasis should now be placed on rebuilding confidence between the powers in their ability to overcome the risks of war.

While he spoke aircraft were shuttling in and out of Stockholm's Arlanda airport, carrying delegates to the conference.

Mr Gromyko said that the two power blocks, Nato and the Warsaw Pact, would need the help of the neutral nations, including Sweden, to restore a healthier political climate between East and West.

Mr Shultz, for his part, emphasized that, valuable though the conference was likely to be in building confidence between the big powers, it could not replace other forums such as the arms talks which broke down at the end of last year.

Ministers size up rate rebels

By Julian Haviland Political Editor

Ministers will by tonight have a measure of their supporters' distaste for the proposed new powers to limit rates when the Rates Bill, published just before Christmas, comes to its second reading in the Commons.

The best estimate last night was still that there might be between 20 and 30 rebels on the Conservative side, of whom half would abstain and half vote with the Opposition. Former Cabinet ministers will be prominent among them.

Since the opposition parties tend to vote less than their full strength, the Government's majority will be comfortable enough, but misleadingly so. Many Conservative MPs will go through the Government lobby under protest, prepared to use their votes later to force concessions at committee stage.

Mr Robin Squire, MP for Hornchurch, for example, who would have to resign or be dismissed as a parliamentary private secretary if he rebelled, was last night minded to hold his fire.

He said yesterday that he questioned both the specific and the general rate-capping powers in the Bill.

4% rise proposed for Civil List

By Philip Webster, Political Reporter

A 4 per cent increase in the Queen's Civil List and payments to other members of the Royal Family for 1984 were announced by the Government yesterday.

The Civil List is to go up from about £3,700,000 in 1983 to £3,850,000, in line with the Government's overall cash limits for Whitehall departments, but slightly below the expected rate of inflation, which the Treasury expects to be

running at 4.5 per cent towards the end of the year.

In a report to Parliament yesterday, the Royal Trustees, the Prime Minister, Mr Nigel Lawson, the Chancellor of the Exchequer, and Mr Peter Miles, Keeper of the Privy Purse said that their proposed 4 per cent increase "may just be adequate to maintain existing standards

Any lesser increase, the reports stated, would lead to a significant reduction in the scale or style of Royal occasions.

The trustees, who are required to keep under review yearly amounts of Civil List expenditure and last reported in December, 1974, said that they were satisfied that "every effort has been made to secure continuing economies in the administration of the Royal Household."

The trustees noted that about 70 per cent of the Civil List is disbursed on salaries of staff in the Royal Household, the majority of which are directly linked to comparable grades in the Civil Service.

Other costs of the Royal Family, including travel on official duties, the Royal Yacht Britannia, The Queen's Flight and maintenance of palaces and other residences, falls on Government departments.

More tables, page 2

	1982	Recommendation for 1984
The Queen's Civil List	3,710,000	3,850,000
The Queen Mother	321,500	334,400
The Duke of Edinburgh	179,300	186,500
Princess Anne	111,700	116,200
Princess Andrew	20,000	20,000
Princess Edward	20,000	20,000
Princess Margaret	108,700	113,100
Princess Alice, Duchess of Gloucester	44,000	45,900
Duke of Gloucester	67,800	70,300
Duke of Kent	118,000	122,000
Princess Alexandra	112,700	117,000
	4,023,900	5,017,900
Reduced by The Queen	318,300	331,000
	4,515,600	4,686,900
	4,492,100	

\*Reduction made to cash limit in Written Answer given by Chief Secretary 11 July, 1983.

BBC faces widespread blackout of TV news

By David Hewson Arts Correspondent

The BBC was on the brink of widespread blackouts of television and current affairs last night as a number of well-known journalists became embroiled in the dispute over payments for the use of computer technology.

The list of news journalists suspended for attending union meetings grew to 65 yesterday, including the newsmasters Sue Lawley, John Humphreys, and Frances Cornerdale, and the reporters Martin Adeney and John Fryer.

Journalists at the Lime Grove current affairs centre, which produces *Breakfast Time*, *Sixty Minutes*, and *Newsnight*, voted by 105 to 29 to ban the use of the computers

and mount a campaign of industrial action in support of the claim by the National Union of Journalists.

Journalists liable to be brought into the dispute include Nick Ross, who presents *Sixty Minutes*, Esther Rantzen, and Selena Scott, a presenter of *Breakfast Time*. The other chief presenter of *Breakfast Time* is Frank Bough, who is not a union member.



At risk: Selina Scott; out: Sue Lawley

Most newscasts have escaped blackouts so far because they have been compiled by editorial management using conventional methods.

The union believes that it will be impossible for the corporation to maintain a service if the majority of journalists are not working on the computer systems already in place on *Breakfast Time*, which is due to celebrate its first anniversary today, and on *Sixty Minutes*.

Mr Peter Dodson, chairman of the union's broadcasting industrial council, said that the initial agreement for the use of the computers expired yesterday, and the NUJ was still willing to go to arbitration over its claim for a continuing payment of between £600 and £1,000.

The BBC has offered a single payment of £630 plus about two per cent and refuses binding arbitration.

In a letter to staff, its director of personnel, Mr Christopher Martin, said: "To use it (arbitration) on an ad hoc basis when one side feels it may be to their advantage seems to us to be wrong."

"The computer is becoming a fact of life in many areas throughout the corporation."

Computer newroom, page 2

Import ban threat as Ford unions fight closure

By Barrie Clement, Labour Reporter

Ford union leaders yesterday threatened to block the importation of a range of basic engine components in protest at the planned closure of the Thames Foundry at Dagenham in April 1985, with the loss of 2,000 jobs. A 24-hour strike at the Essex plant is thought likely to go ahead.

Mr Ronald Todd, National officer of the Transport and General Workers' Union, will urge all trade unionists in the company's 24 plants to refuse to handle foreign engine blocks, cylinder heads, crankshafts and camshafts normally produced at the foundry.

After a meeting with the company yesterday, Mr Todd said: "This is a fight over the total manufacturing capacity of Ford of Britain, not just the foundry, and we are going to involve the whole of the labour force." The union negotiating committee will plan the action in Dagenham tomorrow, after which Mr Todd will address a mass meeting.

A spokesman for the company yesterday said Ford hoped to phase in the closure with a special early-retirement and voluntary redundancy scheme. The company said that despite the cooperation of the workforce with a year-old productivity scheme, it cost 60 per cent more to produce castings at the Thames foundry than elsewhere.

Mr William Hayden, Ford of Europe's vice-president of

manufacturing, said: "The prospects of returning the operation to profit, even by the 1990s, and after sustaining more than a decade of uninterrupted losses, are too remote to justify the massive investment that would be involved."

Unions see the closure as a symptom of a company strategy which would eventually reduce Ford's operations in Britain to the role of assembly plants for foreign components. The fact that the hourly-paid workforce has dropped from 59,000 in September, 1979, to 43,000, is adduced as evidence.

The company yesterday proposed enhanced redundancy terms. The "bottom line" for Ford workers has been a week's pay for every year of service for those under the age of 41 and one and a half for those over that age. Recent deals have also included another 13 weeks' pay and wages in lieu of notice.

About £6m has been spent on the foundry in the last 18 months, according to Ford, but "all to no avail". A second, and more ambitious, investment programme has been abandoned. The company says it has no intention of stopping further investment in Britain.

The import ban would have its main effect on the engine plants at Dagenham and Bridgend in south Wales. Union leaders will be sent to both plants to explain the call for industrial action.

Boys' leader attacked for night on mountain

By Richard Evans and Tony Samstag

A veteran mountain rescue leader yesterday criticized a schoolmaster who sparked off a rescue operation after getting lost with six teenage pupils on the snow-swept Cairngorms.

Mr Fred Harper, principal of the Glenmore Lodge rescue and climbing centre at Aviemore and leader of the all-night search, accused Mr Andrew Cairncross of taking responsibility for the lives of six young people "without the skills to employ that responsibility properly."

Mr Cairncross, aged 47, and the sixth formers from King Edward's School in Witley, Surrey, got lost on Sunday night. A full-scale search, involving 50 men, five dogs and RAF helicopters was launched after they failed to return to base on time.

The party, which lost its way in deteriorating conditions, found shelter in a mountain hut at 1am yesterday after a long walk. They returned to Glenmore Lodge at breakfast time, minutes after the search was stepped up.

Mr Harper, who has 15 years' mountain rescue experience, said that Mr Cairncross was not sufficiently competent to bring the boys back once they had become lost. He attacked the teacher for allowing the party to abandon its rucksacks at the foot of the climb.

"These kids finished up in a survival situation lasting eight or nine hours without their

Continued on back page, col 5

Everyday to the USA.

King Hussein yesterday called for a new moderate Arab approach to the deadlocked Middle East peace process, involving Jordanian cooperation with Mr Yasir Arafat's wing of the Palestine Liberation Organization and the immediate return of Egypt to the Arab fold.

The King's keenly awaited address to the first state opening of Jordan's Parliament for 17 years was designed to herald a new era in which efforts will be made to start negotiations with Israel to secure an end to occupation of the West Bank and Gaza Strip.

The King who had just left hospital after treatment for a stomach ulcer, spoke passionately of his new government's intention to focus attention on securing the return of the West Bank, which was being subjected to "Judaization, colonization and gradual annexation."

Everyday of the week, every week of the year, one of the very latest Air-India 747s takes off for New York from London Heathrow. It departs at 1.00pm arriving 3.30pm, New York time.

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AIR-INDIA

Hard-headed return to the age of sailing clippers

By Michael Bailey, Transport Editor

Britain re-enters the age of sail this week with the launch of the first ocean-going wind-powered cargo ship for half a century.

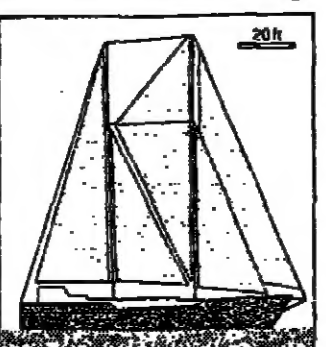
A 400-tonner, she will from March ply the old trade route from Britain down the west coast of Africa and across to the Caribbean, then back on a more northerly route to catch the trade winds.

But, whereas the sailing ships of the eighteenth and nineteenth centuries carried slaves and cotton bolls, the Guinness Clipper will be carrying car parts, foodstuffs and

consumer goods, including Guinness, on a six-weekly service that hopes to beat the motor ships on costs as fuel prices continue to rise.

The clipper is the brain child of Mr Jeff Allen, a 34-year-old merchant navy captain and ocean-going yachtsman. She is costing £250,000 to build at Aberystwyth and Cowes, and is attracting widespread interest from third-world countries, notably in the South Pacific.

With a 100-ft steel hull and twin 100-ft masts, the ship is expected to maintain a steady speed of 8½ knots, giving a six-week round trip to islands such as Antigua, Dominica and St



How the clipper will look

Kits, and saving around £11,000 on fuel bills each round time. She will have a crew of

six or seven, but will not carry any passengers.

The Guinness Clipper - so named because Guinness booked half her initial cargo space - is no exotic nostalgia but a serious attempt to operate commercial cargo services with the help of wind rather than oil. Mr John Stevens, a London director, said yesterday:

The ship has two 85-horsepower diesel engines but rarely expects to use them for main propulsion. They will serve mainly for ancillary services, such as cargo-handling.

Finance comes from private British and American interests,



# Belfast aircraft company confident of winning £150m Pentagon deal

From Our Correspondent, Belfast

Short Brothers, the Government-owned aircraft firm in Belfast is confident of success when the final selection of a new light freighter aircraft for the United States Air Force is made by the US Department of Defence in Washington today.

The decision could lead to the sale to the USAF of 66 Sherpa light freighters, worth about £150m, with valuable after-sales support business. There is also the stimulation of demand among Third World air forces which endorsement of the Sherpa by the USAF might entail.

The Sherpa is in direct competition with the Spanish-built Casa Aviocar, being promoted in Washington by McDonnell-Douglas.

Shorts, however, decided to tackle the intricacies of the US procurement system without an American partner and the face of an opposition lobby in Washington mounted by the pro-republican Irish national caucus.

The first USAF purchase will be of 18 aircraft, valued at up to £40m, to carry jet engines and other high-priority spares from supply depots in West Germany

to airbases throughout Western Europe. Repeat contracts are expected to take the total number to 66, for use in the USAF's other operational areas.

Maintenance of the aircraft selected will be put out in Europe to a civilian contractor. Shorts is also bidding for that 10-year support contract which, in terms of its direct return to the company, would equal in value the initial aircraft sale.

Shorts spent more than £500,000 in tendering for the USAF order, which involved the preparation of 27 separate volumes totalling 10,500 pages.

The company is Northern Ireland's largest industrial employer, with 6,300 on the payroll and about 300 more being taken on this year. It is seeking £30m investment aid from the Government to secure a place in the new Fokker F100 twin-jet airliner programme.

Shorts was a risk-sharing partner in the earlier Fokker F28, for which it designed and has delivered more than 200 sets of wings.

Fokker has invited the company to retain its place in the development and production of the larger 100-seat

F100, which is to be powered by two Rolls-Royce Tay Turbofans, but the price of the Belfast company's admission is a £30m contribution to development and tooling costs.

British Aerospace yesterday announced its biggest sale at £20m of Jetstream 31 aircraft in what was described as an important breakthrough into the United States market.

## Falkland TV link

Live television transmissions can now be made to Britain from the Falkland Islands.

The facility is a spin-off from the introduction of a direct-dialling telephone link with Port Stanley, which has been installed by Cable and Wireless. It is expected that the first transmission will be by the BBC when Mr Michael Heseltine, Secretary of State for Defence, visits the islands later this month.

There was much criticism during the Falklands conflict of the lack of facilities for television transmission, which led to long delays in getting film to Britain.



First class: Mr David Shedden (left) and Mr George Stewart, a gillie, with four salmon weighing 24lb, 9lb, 8lb and 7lb, landed yesterday at Stanley, Perthshire, on the first day of the salmon fishing season on the Tay

## North Sea oil stops even higher taxation

By Frances Williams, Economics Correspondent

Only North Sea oil revenues have saved the Government from imposing even higher taxes since it came to power in 1979, new Treasury figures disclose.

They show that, after adjustment for price rises, taxes increased by £2,700m between 1978-79 and 1982-83, of which almost half - £1,200m - was accounted for by taxes on North Sea oil. The second biggest contributor was a £6,500m jump in taxes on spending, including value-added tax and duties on drink and tobacco.

Mrs Margaret Thatcher admitted in a television interview on Sunday that by the time of the next election her Government might not be able to reduce taxes to the level when she took office.

The Treasury's figures, given in a supplementary answer to Mr Jack Baker, Labour MP for Birmingham, Perry Barr, show the size of the task confronting her, especially as oil revenues are expected to peak in the next two years.

To eliminate the extra £17,000m now paid into the Exchequer, she would have to halve the basic rate of income tax or the equivalent.

The Treasury shows that people now pay £1,200m less in income tax, after adjustments for inflation, than in 1978-79 but this is far outweighed by the rise in National Insurance contributions of £3,400m and a £2,300m increase in local rates.

Britain is now the fourth poorest nation in the EEC and also lags well behind Japan in prosperity, according to the Treasury.

National output in 1982 was higher by 7 per cent in Japan, 19 per cent in France, 28 per cent in West Germany and 32 per cent in Denmark.

## MacGregor pit visit prompts strike

By Paul Rantledge, Labour Editor

More than 500 miners began a 24-hour protest strike yesterday over a visit to their pit by Mr Ian MacGregor, chairman of the National Coal Board.

The walkout at High Moor colliery, near Kilburn, in the North Derbyshire, came as the management sent home 14,000 pitmen because of the National Union of Mineworkers' overtime ban, now in its seventh week.

The strike was described by local management as carefully orchestrated and took place as Mr MacGregor made an underground inspection of the new investment designed to extend the mine's life into the next century by driving into the reserves of the doomed West-thorpe colliery near by.

Mr MacGregor made light of the matter, telling reporters that if the miners wanted to protest that way they would only lose money.

Yesterday was the worst day for lay-offs since the union's overtime ban came into operation on October 31.

The worst affected was the Western coalfield. Seven of seventeen pits in Staffordshire and the North-west were at a standstill, and a further 700 men at Holford pit in north Staffordshire lost a day's pay as winders staged a 24-hour strike against the overtime ban.

About 4,000 men were sent home from the Littleton and Lea Hall mines in south Staffordshire; similar action was taken at the two pits in North Wales, and at two pits in Lancashire.

In Nottinghamshire, where the rebel winders decided on Sunday not to form a break-away union, 1,600 men were laid off for the day at Eldon, Harworth and Creswell collieries.

## Kinnock vows party backing for Benn

By Anthony Bevine, Political Correspondent

Mr Neil Kinnock yesterday committed himself and the Labour Party to work for the election of Mr Wedgwood Benn as MP for Chesterfield.

The Labour leader said in a brief statement issued at Westminster: "The whole party naturally will be working to secure the election of the Labour candidate in Chesterfield, Tony Benn. We will put our case for security for the British economy and security for the British people and we will win."

Mr Benn has said that he wishes the campaign to be fought on the issues and that the by-election, which may well be called for March 8, is certain to clarify some of the movement in Labour policy which has occurred since the general election.

Mr Kinnock's problem is that his efforts to modify and moderate party policy may be exposed and reversed during a Benn campaign which is expected faithfully to reflect the conference line.

In the meantime Labour MPs will rally round the standard-bearer Mr Benn. Mr Philip Whitehead, the runner-up in Sunday's selection contest said on BBC television yesterday:

that there was no doubt that Labour would win.

Against a background of economic recession and of high unemployment in Chesterfield Mr Whitehead said it would be amazing if Labour did not win.

Mr Whitehead also supported Mr Benn's appeal that the "media circus" should now start to concentrate attention on the issues and the campaign issues rather than the personalities of the campaign. But the Conservatives and Liberals are certain as a campaign tactic to exploit Mr Benn's reputation.

Mrs Gloria Haverland, leader of Chesterfield Conservatives, said yesterday that Mr Benn was an extremist and the election would give the voters an opportunity to reject extremism.

She said: "Chesterfield has moderation nailed to its boots. I would think that even if we do not take the seat Mr Benn will turn a very solid Labour majority into a new marginal."

Mrs Haverland was attending a meeting in Leicester yesterday to discuss Conservative campaign strategy. Mr Benn will return to Chesterfield today to map out a preliminary campaign plan but full-scale electioneering is not expected to begin until next month.

## Man in the news

The grassroots Tory fighting rate capping

By Hugh Clayton, Local Government Correspondent

Among critics of rate capping, Mr Roger Parker-Jervis, from Buckinghamshire County Council, has acquired even more publicity than Mr Kenneth Livingstone at the Greater London Council. One reason is that leading Labour politicians have decided to stay quiet and let Conservative opposition to the Government's plans take its course.

The Greater London Council is a prime candidate for rate capping while Mr Parker-Jervis has a public assurance by the Government that the threat of such punishment against his council is remote. Yet the archetypal rural Tory remains one of the fiercest critics of the power to be debated in the Commons today during the second reading of the Rates Bill.

Mr Parker-Jervis said in a statement to *The Times*: "The Conservative Party has three components which should interlock. They are the party in Parliament, the constituency associations, and the party in local government. Sadly, the party in local government has for too long been a butt for thoughtless criticism from the others."

His strenuous opposition to rate capping has a pragmatism which has attracted commentators and television interviewers. His weather-beaten features, landed background, shooting interests and membership of the National Farmers' Union and Country Landowners' Association make him a classic specimen of grassroots Conservatism.

He has been a member of Buckinghamshire County Council for more than 15 years.

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## Sinclair builds up his research elite

By Bill Johnston, Technology Correspondent

Ten leading researchers, most of them British, have been chosen from more than 1,300 applicants by Sir Clive Sinclair, the home computer pioneer, as the latest recruits to Metabla, his revolutionary laboratory in Cambridge.

The laboratory, whose name derives from the Greek word *meta*, meaning beyond, was advertised in two national newspapers in June. The advertisements brought 1,000 replies.

An article in *The Times* the next month encouraged another 300.

Most applicants were British and all had some form of training in electronics. Some

had worked on their own inventions.

Fifty were shortlisted for the final interviews. Four successful candidates have just joined and another four will be there at the end of the month. Two others will join later.

An executive of Sir Clive's company said: "In every case we were looking for an impressive academic and industrial track record."

The laboratory, to be officially opened in the summer, will be located at the end of the month. Others have joined the group from other parts of the Sinclair group.

## Cyril Smith 'retires' to Rochdale

By Our Political Reporter

Mr Cyril Smith yesterday announced his effective retirement from national politics, although few of his parliamentary colleagues believe they have heard the last of him.

Mr Smith, aged 55, the Liberal MP for Rochdale, has played little part in the affairs of the party nationally since the Liberal Assembly in September, when he led an unsuccessful campaign to create a post of deputy leader.

Writing of Rochdale in *Liberal News*, Mr Smith said: "It has been a great joy to return to where I started and where I intend to stay - namely among my own people. They now accept that never again will I play a part in the national affairs of the Liberal Party."

## Manor charges

Charles Regan, aged 29, of Royston, Hertfordshire, was remanded on bail until March 5 by Aylesbury magistrates yesterday, accused of a £500,000 theft at Waddesdon Manor, Buckinghamshire, last May and providing transport for a man who had burgled Waddesdon Manor.

## Cash assurance

Investors who placed money on or after December 12 with the New Cross Building Society, which ceased trading last week, should not face delays in recovering their cash, the Treasury said last night.

## Vandalism film

A campaign against vandalism to telephone boxes is being launched today by Thames Valley police with a video film entitled *A Moment's Thought*. The film will also be distributed to other police forces.

## Sizewell campaign for US-style plant

By Pearce Wright, Science Editor

A campaign is under way to rally more support within the Central Electricity Generating Board for the pressurised water reactor (PWR), the controversial American type of nuclear power station which the board wants to build at Sizewell, in Suffolk.

It was made clear at a management seminar at the board's headquarters in London recently, that some factions believe it should stick to the latest type of British-designed advanced gas-cooled reactor (AGR).

But it is the strength of public opinion against the Sizewell project that has surprised the board. It had hoped that a favourable decision from the Sizewell inquiry, now entering its second year, would leave it free to build more PWRs.

However, the briefing to the seminar said: "All the evidence of the inquiry and the mood of

society in recent years suggest that the problems of siting new plants will continue to grow. It is by no means clear that the Sizewell inquiry will suffice to cover the national need for nuclear plant and it is not clear whether the board will be able to limit subsequent inquiries to site-related matters."

The inquiry and associated activities were said to represent a big drain on board resources and this carried the danger of creating two camps within the board: those concerned with Sizewell and those concerned with other business. It was vitally important for all management to recognize an involvement in explaining the need the board sees for nuclear energy.

The AGR was described as a viable alternative to PWR for nuclear generation, but critics of PWR were told that the AGR was more expensive.

## SDP peer may join Shah group

By A Staff Reporter

Lord Harris of Greenwich, the Social Democrat, could become a director of the Stockport Messenger group of newspapers.

Mr Eddie Shah, owner of the group which was at the centre of the National Graphical Association picketing, said yesterday that discussions had been held with Lord Harris, "but it is neither a yes or nay situation as yet."

Lord Harris aged 53, was a personal assistant to the Labour leader Mr Hugh Gaitskell, and Mr Roy Jenkins at the Home Office, before being created a Peer. A former chairman of the Parole Board, and Westward Television, he is now chairman of London-based WorldTech Ventures. He was not available for comment yesterday.

## BBC journalists' dispute

By David Hewson, Arts Correspondent

## Battle of computerized newsroom

The electronic newsroom at the centre of the BBC journalists' dispute is a classic case of industrial conflict over new communications technology.

"What the union wants," one BBC executive said with a trace of bitterness, "is more money for using equipment which will make members' lives easier."

But a BBC journalist responded: "New technology will save money for the BBC and we feel we deserve a share of it."

"At the moment I read out my script to a typist, or scribble it out completely with spelling mistakes, and she turns it into a beautifully laid-out piece of perfect prose."

"On the computer, I have to lay the thing out myself, remember how to use the system, and spell everything

correctly. It is the equivalent of a newspaper journalist being told he has just become a compositor as well."

The computerized system was designed for the launching of *Breakfast Time* a year ago and replaced a method of working in which typists were employed to produce scripts for newscasters.

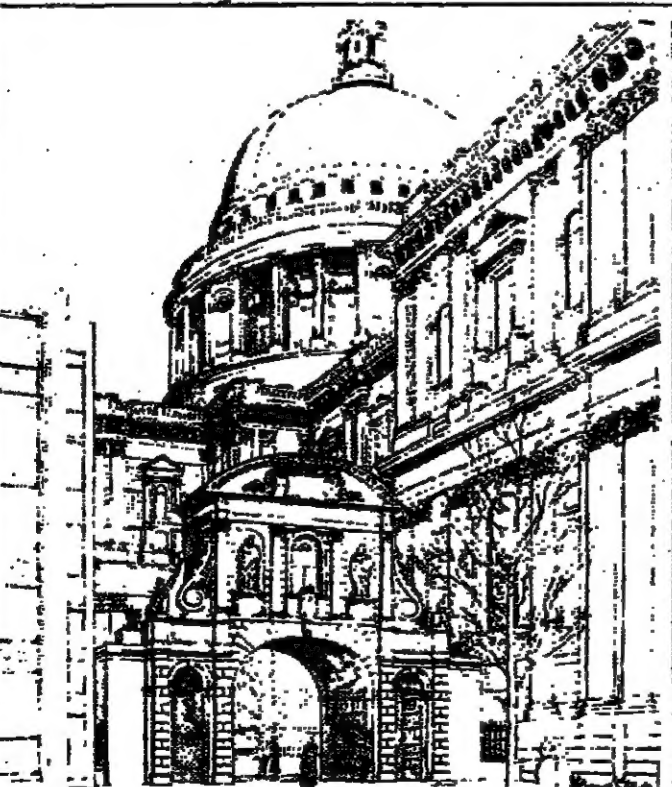
The electronic newsroom, designed with the help of a £250,000 grant from the Department of Industry, does much more than introduce a "paperless" office. The visual display units are used by journalists to type in script material which can then be put directly on to an Autocue machine for the newscaster.

It can also store administrative details such as transport

arrangements, and will prompt interviewers with up to eight screens of biographical information about a person being interviewed, together with suggested questions.

A programme known as "The Shelf" acts as an automated file for programme material. Another part of the computer, known as "The Profile", enables a producer to compile a running order with camera directions electronically. One button produces details of 40 standard programme sequences.

The system, which has since been extended to most of *Sixty Minutes*, supports two-and-a-half hours of programming and can handle more than one hundred items in any single edition.



An impression of the proposed site in London for Temple Bar and its present location in Hertfordshire

## Inquiry opens into the return of Temple Bar

A long campaign to rescue a seventeenth century London gateway from neglect and decay in a Hertfordshire wood and to restore it to a worthy site in the capital reaches a new stage today (John Young writes).

A public inquiry will hear an application to dismantle and repair Temple Bar, and reerect it in the north-west corner of St Paul's churchyard.

The inquiry should have started last October but it was postponed because of the resignation of Mr Robert Potter architect of the Temple Bar Trust which is making the application. As he was also architect to the dean and

chapter of the cathedral, he felt that there could be a conflict of interest.

Designed by Sir Christopher Wren, and built in 1672 as a gateway spanning the junction of Fleet Street and the Strand, Temple Bar was dismantled in 1878 and reconstructed 10 years later at Theobald's Park, in Hertfordshire.

Its decay has provoked various proposals for restoration, the latest initiated in 1976.

Later in the same year the trust was formed, with American support, and an appeal was launched for the necessary funds, then estimated at £500,000.

Since then, the likely cost has at least doubled, but in March last year, Mr Tom King, who was then Secretary of State for the Environment, said that his department and the National Heritage Memorial Fund were prepared to contribute up to £250,000 each.

The Court of Common Council of the City of London approved the churchyard plan in May 1979, but it has been delayed by technical objections. Several conservation experts believe that the site is inappropriate, but the trust insists that there is no feasible alternative.

## Royal 4% safeguards staff jobs

Buckingham Palace said last night that the Civil List increase, which awards the Queen and other members of the Royal Family a 4 per cent rise, would not lead to any redundancies among staff.

In spite of the stringent government cash limits there had been a substantial increase in the Royal Family's official engagements in the past year and that the trend was expected to continue.

In a report, the trustees say that about 70 per cent of the total in the list goes in salaries among the royal household.

HOUSEHOLD EXPENSES (EXCLUDING SALARIES)	
	1983 (est.)
Domestic Expenses:	
Royal Kitchen	180,000
Royal Cellars	35,500
Furnishings	130,300
Laundry	22,000
Flowers	32,500
Livery	32,500
Royal Garden Parties	150,000
Sandringham and Balmoral	5,500
Royal Mews:	
Horses and Carriages:	
Purchase	7,500
Upkeep, Repairs	80,000
Care	
Purchase, Hire	23,400
Upkeep, Repair	55,000
Office Expenses:	
Data Processing Equip	58,500
Stationery, Supplies	129,900
Newspapers	8,000
Insurance	12,500
Chapel Royal	34,000
Royal Gdns, Windsor	
Travel	28,400
Official Presents	28,800
Donations, Cups, Prizes	11,500
Allowances, Gratuities	27,800
Rent, Rates	1,000
Royal Library, Windsor	-
Sundry Expenses	53,500
Total	£1,138,100

## Arms factories picketed in protest strike

The 11 royal ordnance factories were picketed yesterday as 12 unions called 19,000 munitions workers out on strike.

Union leaders said that all production was halted and that most of the labour force took part in the stoppage to protest at a government Bill to privatize the factories.

More than 500 strikers lobbied MPs as the Commons debated the second reading of the Ordnance Factories and Military Services Bill.

The factories, which date from the opening of Woolwich in 1671, fear that "privatization" will mean closure or job losses at Birtley (Newcastle), Bridgwater, Glascoed (Gwent), Patricroft (Manchester), Bishopston (Glasgow), Chorley, Leeds, Radvay Green (Cheshire), Blackburn, Enfield and Nottingham.

Parliament, page 4

## PAYMENTS BY ROYAL TRUSTEES TO OTHER ROYAL FAMILY MEMBERS

Year	Duke of Gloucester	Duke of Kent	Princess Alexandra	Princess Alice	Total*
1975	15,000	35,000	30,000	5,000	85,000
1976	25,000	45,000	40,000	5,000	115,000
1977	25,000	45,000	40,000	5,000	115,000
1978	35,000	60,000	50,000	5,000	150,000
1979	57,000	74,700	74,500	8,000	214,200
1980	70,500	94,500	85,800	8,000	258,800
1981	78,000	105,000	101,000	-	284,000
1982	85,900	113,000	107,800	-	306,700
1983	87,500	115,000	112,700	-	315,200

\*Gross refunded to Consolidated Fund by the Queen.







## PARLIAMENT January 16 1984

## No 'political twist' to talks with judge

## TRADE UNION LAW

A report of remarks on industrial law by Sir John Donaldson, now Master of the Rolls, which he discussed with Mr Michael Quinlan, Permanent Secretary at the Department of the Environment, in 1982, was never shown to a minister, so there was "no political twist" to it, Sir Michael Havers, the Attorney General, said during Commons questions.

The Attorney General had been closely questioned about the Master of the Rolls having discussions on what one Labour MP called "politically sensitive matters" with a senior Civil Servant.

Mr David Wainwright (Walsall, North, Lab) said in an exchange about the appointment of judges that if the majority of judges came from a background associated with the Labour movement and its political viewpoint there would be grave disquiet on the Conservative benches. We are concerned about the present position.

Will it be practice for senior civil servants to consult senior judges over controversial legislation such as industrial relations, as occurred recently? It is all the more necessary for judges to have a wider background.

Sir Michael Havers: If we look at appointments since the war, they come from all sides of the political spectrum. Labour's members are appointed by the Lord Chancellor and the Lord Chancellor and vice versa. It is necessary to have those who are best qualified in all ways to perform this important task.

Mr John Morris, the Opposition spokesman on the subject, said the heart of the matter for the long term future is the need to widen recruitment to the profession. Will he consult with the Secretary of State for Education to see how the present system of discretionary grants is working, whether it might be extended and improved so that people of all parties and classes of

limited and of no means, can come to the profession?

Sir Michael Havers: On university grants, those intending to read law are treated exactly the same as others who intend to obtain their degrees at universities.

But I feel we might look again at grants from local authorities for those who have, perhaps, done a short period of post-school educational work and then intend to take up the law. There have been cases in my constituency where the applicant has, perhaps, been unfairly treated.

Mr Eric Deakin (Walthamstow, Lab) asked in what circumstances the Lord Chancellor issued guidance to the judiciary.

Sir Michael Havers: The Lord Chancellor never issues guidance as to how any individual case should be decided. In view, however, of his responsibility as head of the administration of justice, it may fall to the Lord Chancellor, in consultation with the senior judiciary, and often at their request, to give general advice and guidance in connection with those responsibilities.

Mr Deakin: It is wrong that the Master of the Rolls should have had discussions on politically sensitive matters with a senior civil servant in 1982, apparently without the knowledge of the Lord Chancellor.

Has since had to remind judges that they should keep him informed of these matters?

Does he approve of this practice which breaches the long standing rule of separation of judiciary and executive? Did he know of the particular meetings as the Lord Chancellor did not?

Sir Michael Havers: It is right to give the facts. In 1975 the present system of judicial appointments was introduced. It was reported fully in the Industrial Law Journal in 1975.

In 1982 Mr Michael Quinlan (Permanent Secretary, Department of Employment) saw him to discuss

that address and those views, expressed by senior judges, great experience in that area of the law.

That report - in fact I am not sure if this has been disclosed before - was never shown to a minister. It was used by that particular civil servant for his own use. There was no political twist to it because it was never shown to a minister.

Often judges are consulted in confidence about matters over which they have a particular expertise.

The Lord Chancellor has said that in future it would be wise for judges, if they are to be asked their views in confidence, to consult him first, and he has invited his Government colleagues to do so.

Mr John Morris said it was difficult to understand how a senior civil servant should have something for his own use but, will he invite the Lord Chancellor to understand the importance of the judiciary not only being independent of the executive, but being seen to be independent?

The Lord Chancellor should ensure that future correspondence between the executive and the judiciary is made public and any meetings pertaining to it.

Where there are particular circumstances such as individual cases where it might be disadvantageous to publish the details, the fact that correspondence has taken place should be made public.

Would not this help to guard against any suggestion of the judiciary being involved politically in any way?

Sir Michael Havers: There must be some cases in which it is not possible to do even better. Mr Geoffrey Partie, Minister of State for Defence Procurement, said:

Mr Partie, who was moving the second reading of the Ordnance Factories and Military Services Bill in the Commons said that it would enable the factories to become a commercial organization under the Companies Act.

The factories were a large, closely integrated, engineering and chemical production organization consisting of 13 factories, each expert in particular aspects of manufacture and supply of defence equipment and munitions.

The present organization and its antecedents had served the country well for nearly 40 years, through the Napoleonic Wars, two world wars, and the recent Falkland Islands conflict and now times of peace, in development of the most up-to-date equipment to meet an increasingly sophisticated threat.

While most of the products were designed to meet a specific requirement of the armed forces, a significant part of the ROF work had been exported, and the factories were increasingly concerned with products related to the needs of arm forces other than the British.

Other countries had taken a keen interest in purchasing the ROF's high quality products and the Government wished that record to continue, subject to the control of the Government, exercised over all arms sales abroad.

The total and dedicated work force numbered just under 18,500. Their efforts had made the organization a success not only in the production of product but in trading performance.

The ROF trading fund, set up in 1974, had been the first under the appropriate Act, and had operated



Return to Parliament

## ROF pension rights assured

## PRIVATIZATION

The Royal Ordnance Factories had recently returned a trading profit since their trading fund was established in 1974, but under the Government's new proposals for their management as an independent commercial organization they would do even better.

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The ROF trading fund, set up in 1974, had been the first under the appropriate Act, and had operated

with great success, winning the Queen's Award for Exports in 1976 and 1978.

An organization like the ROFs must have its own sales, marketing, personnel management and, in due course, research and development.

It would be no less in full control of its commercial destiny. The new sales and marketing function was already being established. The trading fund concept would not have a profound much longer in the face of future commercial realities.

The ROFs had a good future to look forward to, but no one could guarantee specific levels of employment at specific factories. The Ministry of Defence had a major vested interest in seeing that ROFs were vigorous and successful.

Civil servants employed in the ROFs on vesting day would transfer to the new organization on broadly the same terms and conditions as at present with no change in take-home pay, leave entitlements or retirement policy. Trade union rights would be transferred unchanged.

Concern had been expressed about compensation for redundancy after vesting day and the Government would ensure that benefits similar to the principal Civil Service pension scheme were provided for transferred employees.

There would be no loss of pension rights acquired by length of service and transferred employees would be able to choose whether to preserve their accrued pension rights and draw a pension from the PCSPS on retirement, or to transfer to a new pension scheme set up by the new organization.

The Government (he said) intends that no employee shall suffer detriment as a result of the transfer of employment and that benefits to be provided by the new pension scheme, for all those employees who transfer from the civil service, will be calculated on the same basis as under the PCSPS. These benefits will be index-linked.

Where employees transferred accrued rights into the new company's scheme, the Government would pay into the new

pension fund actuarially assessed transfer values. That could possibly amount to £250m, but the actual figure was likely to be considerably lower as it would depend on the number of employees who opted to transfer to the new scheme.

I would like to clear up some misunderstandings (he said). These transfer payments are not new or additional expenditure: they represent the bringing forward of liabilities that would in any case have fallen to be met by the Government when the people concerned came to retire.

On vesting day a holding company would be established with four subsidiary companies for ammunition, small arms, rocket motors, and weapons and fighting vehicles.

The rocket motors subsidiary would represent a new move for the ROFs. It would be established by the transfer of facilities and staff at the Propellant Explosives and Rocket Motor Establishment at Westcott and at South Site, Waltham Abbey, to the ROFs.

They were at an early point in the process of turning an integral part of a government department into a fully fledged independent commercial company. The next step was to set up the companies and to transfer to them the property and assets which would constitute their trading capital.

We are aiming to achieve this by October 1984, he said. That will be vesting day, and thereafter the companies will be trading on a commercial basis. Only then can we realistically look forward to the means by which privatization is to be carried out.

Several factors will influence our thinking on this.

By vesting day we shall have an appropriate company structure and a professional management anxious to make the most of their opportunities. We expect the new organization to be a success, and we see no reason why privatization should be very long delayed. But we are not going to set a firm date now.

## Rail line to Cambridge is to be electrified

## TRANSPORT

Approval of the British Rail proposal to electrify 24 miles of line from Bishop Cleeve to Cambridge at a cost of about £10m was given by the Commons by Mr David Mitchell, Under Secretary of State for Transport.

He said it would lead to improved commuter services to Liverpool Street. But he added, the department had concluded that the proposal to provide a second electrified service to Cambridge via Royston would not be justified financially.

Mr Mitchell also announced that the Government had that day written to the chairman of British Rail giving approval to the board's proposal to build 150 new lightweight diesel multiple units.

Mr John Cunniff (Worcester, SDP), in a question on commuter services, said: It is planned to cut peak services in the South East by a third and to Woolwich by a quarter, but there has been no public consultation on these proposals. Since South East London has no rail service and only congested roads, what will be the effect on London, how are such major cuts justified?

Mr Mitchell: He should have things in proportion. Cuts of a third can mean reducing three trains an hour to one train an hour; that reduction of one train becomes a third. Total cuts in the southern area amount to 2 per cent.

Mr Robert Rhodes James (Cambridge, C): We are grateful for the decision relating to the Cambridge to Liverpool Street development. While regarding the decision regarding the service to Royston could be assured as that could be reviewed in the light of the improved economic situation?

Mr Mitchell: Anything can be reviewed, but this is not a case of the economic situation so much as producing a viable investment project for the most economic way of moving passengers between these two points.

Later, Mr Mitchell said that improvements in services meant that it was now quicker to travel by train to Gatwick than to Heathrow.

Mr Nicholas Ridley, Secretary of State for Transport, said: The decision to build the construction of the 150 lightweight diesel multiple units would be put out to tender. There were five possible contractors. That would mean that British Rail Engineering Limited would have to tender effectively if they wished to contract. Wherever the order went, there would be business for British industry.

The technical merits of the present design was a sound design for the railways. They were following up by perfecting a design for medium weight diesel multiple units.

## Financial risks over tunnel ruled out

Taxpayers' money or guarantees will not be available for commercial risks, Mr Nicholas Ridley, Secretary of State for Transport, said when he was asked at questions today in the Commons for a statement on the current position on prospects for a Channel tunnel.

I expect to receive shortly (he said) the report by the group of British and French experts studying the possibility of market financing of the various Channel link schemes. Thereafter, I will discuss with my French counterpart how we should proceed.

Meanwhile, options including reliance on shipping services remain open.

Mr Edward Taylor (Southend East, C): As there is no shortage of efficient and reasonably-priced means of cross-Channel communication, could the Government consider that he will not seek to taxpayers' funds being put into this project or guarantees given on their behalf, bearing in mind that the tunnel is an out-dated costly enterprise?

Can he give an assurance that he will not get involved in talks which might lead to this while the tunnel is being financed from so-called Euro funds as part of a package designed to increase British resources to the EC?

Mr Ridley: I do not know what proposals will be before us, but taxpayers' money or guarantees will not be available for commercial risks.

The Government will have to facilitate the access to the tunnel, but that is a different matter to the guarantees. Without details of the report, which I am awaiting, it is impossible to go further than that at this time.

## In search of greater competition

By coupling the encouragement of efficiency and enterprise with full and effective safeguards the Telecommunications Bill sought and obtained the approval of both the Lord Cockfield, Chancellor of the Duchy of Lancaster, said when moving the Bill's second reading in the Lords.

Its two main objectives, he said, were to encourage efficiency and enterprise for the universal benefit and to privatise British Telecom, the latter being a necessary step in achieving the former.

The Bill, which abolishes BT's exclusive privilege with respect to telecommunications, was directed at removing those obstacles which still stood in the way of the development of a fully competitive telecommunications industry.

There could not be full and fair competition unless the ground rules were essentially the same for all of those who were competing. Those ground rules could not be the same while BT remained a nationalised industry enjoying special privileges and its competitors were private sector companies. The Bill, therefore, aimed to put BT on an equal footing with its competitors.

In general, nationalization had not served the nation well in terms of the efficient use of capital resources, efficiency, good labour relations or good service to the consumer. On all these counts the private sector had a better record than the public sector.

The Government was determined to press ahead with returning state industries to the private sector and there was no more important candidate than BT, nor one where the prospects for progress and development under private sector ownership and management were brighter.

Rural services and call boxes, 999 services and essential shipping services would be subject to more effective safeguards in future as this was the first time these services had been specified by statute. There was, therefore, no basis for the fears expressed on this subject.

The Bill represented a very significant step forward in improving the efficiency of the British economy and enabling Britain to take full advantage of the opportunities presented by the development of new technology in telecommunications and information processing.

It gave full and effective protection to the consumer, entrenching it in statute for the first time, and took full account of social needs, particularly of the disabled and those in rural areas.

Lord Bruce of Donnington (Lab), for the Opposition, said those who tried to get the best of both worlds often got the worst of both.

In order to reassure the City that nothing would stand in the way of profits and dividends for attractive investments to be paid, the Government would either have to write off all or part of BT's debt to it, or eliminate or substantially reduce the

loss-making services at present undertaken by BT.

It was a bad Bill. Its main purpose was to raise money for the Chancellor of the Exchequer to lower taxation in good times. The next general election, it was a boon to the consumer and the taxpayer and a fraud on the employees of BT.

Lord Taylor of Gylfe (SDP) said this complex measure was both unnecessary and irrelevant. The Bill did not create the conditions for a free competitive market. It simply replaced a public monopoly, which had consumer protection, with a private monopoly, which would have no consumer protection.

Lord Orr-Ewing (C), honorary secretary of the Telecommunications Liberalization Group, agreed with the Bill's basic principle but said the Government had been forced to make it not as free and market orientated as he desired.

A little more competition was desirable and they wished to strengthen the regulations in this respect.

## Seat belt research

According to a report in *The Times* more pedestrians and cyclists had been killed by motorists since seat belt wearing became compulsory. Lord Monson (Ind) pointed out at question time in the House of Lords. This is (he added) what many of us feared would happen.

Lord Lucas of Chilworth, a Government spokesman, replied: I am aware of the article. However, we do not think that reliable statistics would support 100 per cent of the contention he makes.

The minister had earlier referred to a recently published report showing that seat belt wearing rates had been maintained around 95 per cent and that for the eight months

February to September 1983 fatal and serious front seat car and light van casualties were down by 25 per cent, compared with the same eight months of 1982.

Lord Nugent of Guildford (C) asked whether the Government intended to make the seat belt wearing habit even more easy to acquire by further improving the fastening apparatus for seat belts and making it generally uniform.

Lord Lucas said further work was being carried out on the United Kingdom car manufacturers and seat belt manufacturers, together with the Transport Road Research Laboratory, to improve seat belt anchorage and locking points.

## Statement on contract sought

Mr Dennis Skinner (Bolsover, Lab) asked the Speaker at the end of question time whether the Prime Minister's office has sought permission for a statement to be made in the Chamber about revelations in *The Observer* about the Centagon contract in which the Prime Minister and her son Mark had been involved in lobbying.

He added that that would give MPs an opportunity to question Mrs Thatcher.

The Speaker (Mr Bernard Weatherill) said that it was not a matter connected with question time.

## Whitehall brief

## The unlearned Falklands lessons

By Peter Hennessy

that remains is: Has cabinet government been restored?

"The biggest gap we had was trying to get the Falklands put before some kind of Cabinet committee. The whole thing went undiscussed throughout 1982, though people had been trying to have it discussed since they came back from their holidays in 1981."

The Franks committee was set up on that point. From January 1981 to March 25 1982, eight days before Argentina invaded the islands, government policy on the Falklands was not discussed formally outside the Foreign Office. Despite indications from January 1982 that Argentine patience was running out and the belief in Whitehall that 1982 could see a progressive stepping up of Argentine measures, possibly culminating in an invasion.

There were some in Whitehall who believed that Franks has so exposed the inadequacies of the intelligence

assessment machinery and the general backup for the cabinet's Overseas and Defence Committee, that nothing short of a full review would suffice. Indeed all that happened was a change in the chair of the chairman of the Joint Intelligence Committee.

"Falklands is now on the agenda", one insider said. "But how do people know that things are not the same today? How often is Gibraltar discussed? Belize? Gibraltar? The Caribbean?"

The indications are that it is as difficult as ever to get ministers together to review foreign and defence issues. The Foreign Office and the Overseas and Defence Committee are often dispersed at summits or on foreign visits. A high proportion of the committee is usually airborne. There is an aversion to holding meetings at short notice with a diminished complement.

Franks indicted the machine for being too "passive" and too



Lord Franks and his report: A year on, little changed

bureaucratic. Meetings took place and Joint Intelligence Committee assessments were updated only if it was felt a decision was required. It has been a longstanding complaint in Whitehall that unless ministers meet periodically to put intelligence laymen's questions to the experts, on the basis of hunch and instinct if necessary, results are poor.

For one participant the lesson of Franks is the dangerous degree to which civil servants run policy. "Ministers should meet and say 'we have heard what you think but our view is...'. Should not the select committees take more interest and haul up the executive even if they have to take evidence in camera?"

But for security reasons one thing the select committee cannot do, even in camera, is to investigate the inner workings of the Joint Intelligence Committee and the Cabinet Office's overseas and defence secretariat. Only the Prime Minister can make that happen.

## Fans prefer excitement to victory

A report on Scottish football hooliganism claims that average supporter rates exciting play above winning or a trouble-free match.

Most fans, however, would like more seating and suggest clubs should follow Glasgow Rangers and Aberdeen in offering more seating and suggest clubs should follow Glasgow Rangers and Aberdeen in offering more comfort.

The survey, *Crowd Behaviour at Football Matches, A Study in Scotland*, was prepared by Dundee University's Football Education for the Football Trust, a body set up by pools companies to promote the game, and was published yesterday.

Supporters who were interviewed thought that hooliganism was one of the main causes of lower attendance figures but the report found offences tended to relate to rowdiness rather than hooliganism.

## Remands on firearms charges

A family of four and an arms dealer, alleged to have been involved in firearms thefts from a royal ordnance factory, were remanded in police custody until Thursday by magistrates at Sandbach, Cheshire yesterday.

Mr Wesley Harris, aged 57, an engineer at the Railway Green Royal Ordnance Factory, Sandbach, is accused of stealing a rocket launcher, 540 rounds of ammunition valued at £50 and two hundredweight of brass cartridges valued at £100.

Mr Peter Harris, aged 26, who also works at the factory, is accused of stealing the ammunition and dishonestly disposing of the stolen cartridges.

Mrs Eva Harris, aged 49, and Miss Sylvia Harris, aged 18, a student, are alleged to have dishonestly disposed of the cartridges. The family lives at Heath End Road, Alsager.

Anthony Arden Chapman, aged 38, a former dealer of Foundry Square, Norton, Stoke-on-Trent, is accused of dishonestly receiving a stolen rocket launcher.

## Commentary

Geoffrey Smith

Mrs Thatcher's television interview with Mr Brian Walden on Sunday's *Weekend World* was a landmark in the lifetime of the Government. For the first time her rhetoric was brought in line with its actions.

Throughout the first Thatcher Government there was a glaring disparity between the two. She used to talk in passionate tones of cutting public expenditure. The 1979 Conservative election manifesto, on which she won power, was unequivocal on the subject.

"Any future government which sets out honestly to reduce inflation and taxation", it declared, "will have to make substantial economies, and there should be no doubt about our intention to do so".

There may not have been any doubt about her intentions, but there certainly was about their capacity. Public expenditure went up, both as a proportion of GDP and absolutely in real terms.

But because lower public expenditure had been given such a central place in Thatcherite philosophy the increase was widely assumed to be a temporary aberration.

It could be explained partly by the recession and partly by the time that was needed to make far-reaching changes in government programmes.

So, when last summer's Conservative manifesto referred simply to maintaining firm control of public spending it was thought to be the plainest of plain talk.

But when a doctor's mandate, it was assumed, more radical plans were being prepared.

That belief was strengthened by the appointment of Mr Nigel Lawson as Chancellor and by his early radical comments on public spending.

## Rhetoric does not match action

Now, it was thought, with a renewed mandate and a large majority, the true spirit of Thatcherism would emerge in deeds as well as words. But the public expenditure review that was completed last autumn, without the Cabinet rows on the subject that had disfigured so much of the work of the first Thatcher administration, merely brought spending plans back into line with previously published forecasts.

It was an exercise in good housekeeping, not a new departure in policy. Once again rhetoric and action failed to match.

Mrs Thatcher has now brought them together by acknowledging that she does not believe it is possible to cut public spending below the published targets. The strategy will be to hold spending broadly steady in real terms, and to devote the surplus that will come from economic growth to cutting taxes.

So, she has not given up the ambition for lower taxes, but she has decided on how far and how fast the economy expands.

To many, especially among the most ardent of her supporters, this will seem a capitulation, a denial of the mission which she came to office. She even told Mr Walden that she was happy to be compared with Mr Harold Macmillan, who has come to be regarded in the more zealous Conservative circles as an arch traditionalist.

There is no doubt that her critics have a point. The 1983 version is just not the same as the 1979 version of Thatcherism. But when anybody continues to miss a target by large margins with unflinching regularity, it is wise either to change guns or to shift the target.

Mrs Thatcher has decided to bring the target within her range.

For a government to set itself realistic goals must be sensible. Time and again during her first administration, Mrs Thatcher tried to force more stringent economies upon her Cabinet colleagues than they were prepared to accept.

The result was not to bring down spending, but to cause Cabinet rows, while expenditure continued to go up.

Some of the quarrels were inevitable because it is bound to be a painful business to hold spending in check during a recession. But some of the bitterness arose because ministers felt that an attempt was being made to inflict an additional measure of pain for the sake of ideology.

To have the rows without getting the cuts cannot be good politics.

Nor can it be good government to base strategy upon distant aspiration. It is better to have modest and spending plans and keep to them, than to have financial dreams, which are never realized.

We must now hope that this time Mrs Thatcher really means what she says, and that today's plans do not become tomorrow's dreams.



## Green moderates outvote radicals to ally with SPD in Hesse

From Michael Binyon  
Bonn

In an important decision that is certain to influence the future of the radical Greens movement, the Greens in Hesse voted over the weekend for long-term cooperation with the local Social Democratic Party (SPD), which can command a majority in the Land Parliament, and thus form a government, only with their support.

The agreement is a victory for the pragmatists among the Greens, those who see cooperation as a way of exerting real political influence. It represents a defeat for the radical ecologists, who rule out any alliances or compromises with established parties.

As soon as the agreement was announced one of the seven Green members of the Hesse Parliament announced his resignation. The Social Democrats, under the leadership of Herr Holger Börner, now have to decide whether to accept this offer.

The Greens' decision comes at a time of splits and tensions in the party, following the extraordinary attack on his colleagues by a leading member of the Greens in the Bundestag. Herr Gert Bastian, a former Bundeswehr general, has threatened to leave the parliamentary faction because of what he called the dishonesty, intrigues and power struggles now prevalent in the party. He accused his colleagues of developing a "class struggle and cadre mentality," and criticized the party's one-sidedness in condemning American arms policies.

He said the parliamentary party's work was hampered by



Herr Bastian during his Army days

serious developments in the wrong direction. If these were not properly discussed he would quit the party and sit as an independent. His challenge was immediately described by the hard-left radicals among the Greens as an open declaration of war.

Herr Bastian's announcement, though surprising his party and causing the cancellation of a press conference outlining future policies, came as no surprise to those who have seen the fractious grouping of 27 radicals increasingly rent by ideological differences and personality clashes.

His threat is a serious one, for if only two members left the parliamentary faction it would fall beneath 5 per cent of the Bundestag and the party would cease to enjoy the status of a faction, with the consequent loss of money and parliamentary right.

## Ex-Nato general refuses to meet witnesses

From Our Own Correspondent, Bonn

General Gunter Kiesling yesterday refused to meet four witnesses produced by the Ministry of Defence who were ready to attest that he had been a frequent visitor to two homosexual bars in Cologne.

Herr Konrad Redeker, the general's lawyer, said his client had refused to go ahead with the confrontation, in the presence of an independent witness, to which he had earlier consented because he did not know the identities of the people who are to be produced.

Meanwhile, General Kiesling took out a suit in Bonn yesterday against persons unknown for falsification and slander.

The Cologne police have confirmed that they have discovered a man bearing a remarkable resemblance to the general who frequented the Cologne bars.

Herr Manfred Wörner, the Defence Minister, insisted that the discovery of a double did not invalidate the claim by the military intelligence service that General Kiesling (whom he dismissed last year as deputy commander of Nato) had himself been seen in the bars.

The minister said he would produce witnesses and all the evidence needed to justify his decision when he appears before the Bundestag defence committee tomorrow.

## Astiz is silent on torture claims

From Trevor Fishlock  
Buenos Aires

A young man photographed sunning himself on a beach in Argentina is the notorious Captain Alfredo Astiz, named in connexion with the kidnapping, torture and murder of two French nuns and a Swedish girl in the years of military repression.

Captain Astiz, who is 33, was briefly a prisoner of war in Britain after he and his men surrendered South Georgia to the British in the Falklands war. He was photographed signing the surrender on board a British warship in May 1982.

While he was a prisoner of war the Swedish and French authorities wanted to question him about the women's disappearance. But his prisoner status protected him from extradition.

During the "dirty war" of the late 1970s — the campaign against left-wing subversives which deteriorated into a round-up of thousands of innocent men and women — Captain Astiz worked in a task force at the Navy Mechanical School in Buenos Aires.

This was one of the detention centres into which many people were taken, never to be seen alive again.

Captain Astiz is suspected by the Swedish Government and by a human rights group of having been involved in the kidnapping, torture and killing of Dagmar Hagelin, aged 17. He is also suspected of involvement in the abduction, torture and murder of the nuns, Renée Duquet and Alice Domon.

He refuses to give an interview. "I cannot say anything because I am still serving in the Navy", was all he would tell the magazine *Gente*. But Rear Admiral Horacio Zaratigui, who was jailed after criticizing the Falklands war, gave his views on Captain Astiz in the magazine.

He said there were many Captain Astizes, young officers who carried out orders in the undercover war against terrorists. "To judge his responsibility we must first judge the responsibility of those who ordered him to act in that way. We should start at the top, not at the bottom."

The admiral says he did not hear about torture being carried out by the forces until 1979. Until then the torturers he had heard about were the subversives. The conditions of a campaign could change people's values and could make them lose control.

The consequences of the "dirty war", he said, should have been foreseen, but "no one thought these things would happen."



Smiling through: General Buhari (left) with Colonel Roscoe Swann, the US military attaché, after an armed forces remembrance day ceremony in Lagos on Sunday

## Nigeria after the coup

### Debts and dangerous illusions

The new military regime of Major-General Mohammed Buhari, whose seizure of power on December 31 was widely welcomed in Nigeria, faces some desperate problems. In the first of a series of articles, Kenneth Mackenzie discusses the grim economic scene. Future reports will deal with the divided views of the soldiers themselves and with the longer-term political outlook.

Some Nigerians think that by ending corruption General Buhari can solve the country's economic problems. Others dream that Nigeria can be made rich again by forcing the crooked former politicians to bring back the millions they salted away in overseas accounts.

These are dangerous illusions. Mr Micawber would have recognized the basic problem. In round dollar terms, Nigeria earns overseas \$10.5 bn a year (27.5 bn) almost all from oil. It spent overseas last year more than \$14 bn. Result: misery.

That gap between income and spending was more than \$7 bn the year before. It was reduced by the heavy-handed austerity measures of the Shagari Government. The cost was shortages, economic stagnation and rising unemployment.

Of course, it will help if overseas contracts are not inflated by bribery and if foreign exchange permits are administered with some degree of fairness and efficiency, helping factories and established traders, rather than middlemen and politicians. The general has pronounced new priorities and seeks to involve commercial banks more than the discredited Central Bank.

This is good, but it will not close the gap. General Buhari has no alternative but to continue to preach and enforce austerity. "Life will be impossible for the next months, and hard for the next three years," said one businessman.

The pressing problem now is debts. In the medium-term Nigeria is not over-borrowed on a Mexican or a Brazilian scale. Servicing its debts costs about \$3 bn to \$4 bn a year, which is just about manageable.

The misery is in the short-term debts. In the middle of last year Nigeria sought to reschedule \$1.9 bn owed to overseas banks in arrears on confirmed letters of credit. It obtained a moratorium until this month and is now paying the debt off at \$60m a month.

Mr Micawber would have waited for something to turn up. The Nigerians have been actively seeking help from the

International Monetary Fund (IMF), the World Bank, a consortium of international banks and Britain's Export Credit Guarantee Department, among others.

All help ultimately depends on a deal being struck with the IMF, and the IMF is said to be insisting on its usual "conditionalities", notably devaluation of the overpriced naira, and the phasing out of subsidies and price controls.

These measures will cause immediate price rises. Nigerians feel strongly about devaluation, regarding it as a sort of disgrace. General Buhari, who must have some difficult decisions.

Looking further into the future, General Buhari must find ways to increase his overseas income — by persuading the Organization of Petroleum Exporting Countries (Opec) to increase Nigeria's quota of 1.3m barrels of oil a day (or perhaps by leaving Opec, though he has said he will not).

Peering further into the future, oil will eventually run out — perhaps in 20 years, and the population is growing at 3.5 per cent, so it will have doubled in 20 years. Perhaps something will have turned up by then.

Tomorrow: The soldiers

## Tamil hunger strike

### Hysteria grows as students starve

From Michael Hamlyn, Jaffna

Under a palm-thatch canopy, covered with a bright blue polythene sheet to protect them from recent unseasonable rains, seven undergraduates are lying on a platform made of upturned tables while a softly murmuring audience watches them begin to die of hunger.

The seven Tamil students are displayed on the terrace of a small temple dedicated to Lord Shiva. The series of buildings looks more like the secondary school it once was than the principal seat of learning in the Tamil area of Sri Lanka.

A crowd mills constantly in and out of the campus. The health and likely state of the hunger strikers is a never-ending topic of conversation in the town. Last week, when there was a rumour that one of the fasting girls had died, panic swept the police station, and a thrill of excitement rippled through the streets.

Two Catholic priests in white soutane and black sash pause to offer some words of encouragement to the strikers. When asked if they believe in encouraging public suicides they say that hunger striking is not necessarily suicide, and that to die in a just cause is praiseworthy.

The students, now in the ninth day of their fast, are demanding transfer to northern or eastern universities for 1,800 young people at present enrolled at the universities of Moratuwa, Colombo or Kandy. They fled to the north to escape the killing and burning of Tamils last July, and are afraid to return, they say.

The student leaders point out that anti-Tamil activity in the universities predates the July events. In May the Tamils fled from Peradeniya University, outside Kandy, after a campus riot. In July a lecturer from Moratuwa was killed. "He was injured on the campus and taken to hospital", said a student spokesman, "but he was chopped to death in his hospital bed."

The spokesman, Mr S. Seevanawagam, a 21-year-old medical student from Colombo, whose father is a senior civil servant, added that both Tamil and Sinhalese students were very much influenced politically by the parties outside, and that relations between them have deteriorated very fast.

The Government says it is unable to relocate the students at Jaffna or Batticaloa universities because there are not sufficient facilities there. There are, for example, no engineering faculties at either. There is no dentistry school, and not enough room for medical students.

## Jaffna university campus closed

Last night the Government moved to defuse the tensions by closing the campus of the university. No studies will take place and no exams, but the students will not be cleared from the grounds. "That would require the police and the Army," said the government agent, Mr D. Nesiiah. "That would cause trouble."

"I don't want to die," said Miss Myibagarann Jayarane, aged 21, a political science student from Peradeniya, who is one of the four girls fasting on the platforms. "But I am prepared to die to obtain our rights. If we go back to Kandy, then also we must face death."

The university Vice-Chancellor, the government agent in Jaffna and the Education Secretary are all trying to put a package of proposals together that will satisfy the displaced students.

If one of the students should die the reaction could be of seismic proportion. An outburst of anger by the Tamils could jeopardize the carefully-constructed talks which continue this week in Colombo, aimed at solving the ethnic tensions.

## Danish anti-tax crusader re-elected from jail

From Christopher Follett, Copenhagen

Mr Mogens Glistrup, Denmark's controversial anti-tax campaigner, resumed his parliamentary career yesterday after a final recount of votes confirmed his reelection as the MP for north Copenhagen in last week's Danish general elections.

Mr Glistrup, who has served only four and a half months of a three-and-a-half-year sentence for gross tax fraud, was put in solitary confinement at Hørsholm open prison, near Hamlet's castle in Elsinore, last Thursday

after an abortive attempt to escape.

He has filed a suit for high treason against the Danish Minister of Justice on the ground that his continued imprisonment after his reelection was unconstitutional.

Mr Glistrup, the founder of the anti-taxation Progress Party, was expelled from Parliament last July when the Supreme Court confirmed his prison sentence at the end of a nine-year legal battle.

## Prisoners of conscience



### Turkey: Mahmut Dikerdem

By Caroline Moorehead

A former ambassador and president of the Turkish Peace Association, who celebrates his 69th birthday this month, was sentenced in November to eight years' hard labour and 32 months' internal exile. Mahmut Dikerdem, who is accused of engaging in pro-Soviet Communist propaganda and inciting workers to strike, has been diagnosed as having cancer. In recent weeks he has been moved from Metris military prison to Cerrahpasha hospital.

Mr Dikerdem began a distinguished career as a diplomat in 1941.

In 1976, during the office of the first Nationalist Front coalition government with the participation of Colonel Turkes (better remembered as leader of the neo-fascist Nationalist Action Party) Mr Dikerdem asked for early retirement and became a regular contributor to newspapers and magazines.

Seventeen months after the military coup of 1980 Mr Dikerdem, a founder member of the Turkish Peace Association of 1977, was arrested. The indictment, read at his trial in November, consisted almost entirely of charges of involvement in the association, which has been labelled by his accusers as left-wing, subversive and favouring Soviet propaganda.



Mr Dikerdem: Accused of pro-Soviet propaganda



Leader-in-exile: Miss Bhutto (Photograph: Brian Harris)

## Bhutto's daughter fears Zia will split country

By Hazhir Teimourian

Pakistan's most powerful opposition leader, Miss Binazir Bhutto, now in exile in London, yesterday denounced the martial law regime of General Zia-ul-Haq.

"The longer it continues, the greater will become the polarization in the land, the gap between rich and poor, the alienation of the minority provinces from the centre and the greater strength of separatist tendencies," she said.

In an interview with *The Times*, she said she had not yet had sufficient time to consult her colleagues in the People's Party about their political strategy.

She intends to seek treatment for an infection which has troubled her since 1978 and made her deaf in one ear. She also plans to bring herself up to date with political developments since she was first detained in July, 1977, the date of the military coup that brought General Zia to power and resulted in the execution of her father, Zulfiqar Ali Bhutto.

Still puzzled by General Zia's reasons for suddenly releasing her, she is composed and displays a surprising degree of political skill under questioning, though she is only 30 years old.

A former president of the Oxford Union, she is intelligent and charismatic.

Miss Bhutto has had more than sufficient time in detention to reflect upon the major regional trends and developments, such as the revival of Islamic fundamentalism, and the Soviet invasion of Afghanistan.

She accuses General Zia and "certain other individuals in the region" of having given a bad name to Islam by claiming adherence to it. She sees no contradiction between Islam and liberty, and she brushes aside the suggestion that a socialist economy might be inefficient.

On Afghanistan, she said that everyone in the region wanted to see Soviet troops out of that country, though she doubted whether the superpowers would pay any attention to the views of local Governments. She hinted that the United States might not really be interested in a Soviet withdrawal, but might have settled for the propaganda it could reap from the invasion. A seasoned political supporter who had come to visit Miss Bhutto described her as "Pakistan's last chance to avoid a destructive upheaval".

## Pope to see Glomp over dissidents

From Roger Boyes  
Warsaw

The Polish Primate, Cardinal Jozef Glomp, will discuss with the Pope the current attempts of the Roman Catholic Church to free 11 former Solidarity leaders and advisers and the possibility of persuading the Government to drop charges against four radical priests.

As the Primate arrived in Rome yesterday, Polish police called in for interrogation Father Jerzy Popieluszko, who is accused of storing explosives, ammunition and Solidarity leaflets in his apartment.

In Rome, Mr Glomp confirmed that efforts were under way to free the 11 prisoners who include Jacek Kuron and Adam Michnik — two leading KOR activists — and Mr Lech Walesa's former deputy in the Solidarity union, Andrzej Gwiazda.

In Warsaw, it is becoming clear that the Church will urge the release of at least some of the prisoners on medical grounds. "The important thing is to break the myth of the 11", one Church adviser said, "to show the Government that releasing first a few, then everybody, will not threaten them and will not involve a loss of face."

Most Western diplomats in Warsaw believe that the freeing of the 11 will be the decisive move for the West, which is poised to lift at least a few of the remaining sanctions against Poland.

The Primate has also expressed the hope that the arrest of the defence counsel, Mr Michal Bednarkiewicz, on charges of sheltering a fugitive, inciting false evidence and giving away state secrets, was "a misunderstanding."

The Church is showing a close interest in the case of this lawyer because he was engaged to defend the interests of St Martin's Church after security officials broke into an aid centre there and destroyed medicines. Church advisers link the arrest of Mr Bednarkiewicz with the fact that he is representing the poet Barbara Sadowska, the mother of a schoolboy who died last year shortly after being taken into police custody. The trial of two ambulance drivers, two policemen and two doctors is due to begin in the first few days of February.

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# Husain commits Jordan to peace at state opening of Parliament

From Christopher Walker  
Amman

The key role Jordan will play in the efforts to find a peace formula in the Middle East were underlined repeatedly at yesterday's state opening of Parliament, the first such occasion since the 1967 war.

"You are starting your session at a time when our Arab region is at a crossroads, with colossal events engulfing it from all directions," Husain told Deputies, including a number from the occupied West Bank.

"We in Jordan, by virtue of our geographical location and Arab belonging, stand in the midst of such events which require the doubling of our responsibilities and obligations."

The relative brevity of the 25-minute address was seen as a reflection of the weak state of the King's health after his hospital treatment for bleeding stomach ulcer. The 59-year-old monarch, who received more than 1,000 invited notables, was a convincing demonstration of his popularity.

Those close to the monarch - shrouding the strain of his turbulent 31-year reign - said he had agonized privately for hours over the wording. The result, delivered in ringing and, at times, impassioned Arabic, was clearly intended to signal a new era in the search for peace.

Western experts saw it as a significant pointer to the way in which Jordan will attempt to



King Hussein: Short speech because of illness

break the stranglehold over Arab action exerted by the rejectionist states.

The unprecedented security around the buildings was a grim reminder of the dangers King Hussein is defying in his efforts to prod the PLO towards a course of moderation. In addition to the mounted heavy machine guns at every corner, marksmen were snatched on every roof-top.

Without mentioning President Assad of Syria or Colonel Gaddafi of Libya by name, the King left no doubts whom he was accusing when he spoke of rescuing joint Arab action from "the circle of infested paralysis" and replacing it with unanimous majority decisions.

The King was thought to be looking towards the next Arab summit, due in Riyadh in March. Diplomats believe he

would like to form Arab grouping which contained just the moderate states, although such a move does not seem feasible.

Apart from the dominant international theme, King Hussein also emphasized his reasons for recalling Parliament - some members had to be helped to their places because of their infirmity. There was loud applause when he pledged: "Parliamentary life is the foremost and essential pillar in our constitution."

Already, plans are under way for by-elections in the East Bank in advance of the general election expected in about 12 months. "We are resuming our parliamentary life together. We are going back to the normal situation," the King said, "sentiments rare in the Arab world."

Twice he referred to the economic difficulties Jordan is facing after years of sustained growth, but emphasized these would not affect plans to develop the armed forces. Although the tone of the speech was pragmatic, particularly in regard to future cooperation with the PLO, there were occasional passages of wishful thinking.

Referring to the coincidence of the state opening and the Islamic Conference in Morocco, the King said: "It is a good occasion to ask our brothers meeting there to pay their utmost attention to Jerusalem, on which one day they will all converge."

## Gaddafi absent at Islamic summit

Casablanca (Reuters) - Representatives of 40 Islamic countries gathered for yesterday's opening of a summit designed to unify a Muslim world beset with conflicts. But the heads of some states, including Libya, were not in attendance and their countries were represented instead at ministerial level.

Despite King Hassan of Morocco's pressing invitation, Colonel Gaddafi, the Libyan leader, was absent and sent his deputy, Syarif Ibrahim, to Yemen and Algeria were also represented at a lower level, while King Hussein of Jordan could not come for health reasons. Iran, at war with Iraq, boycotted the conference.

The controversial issue of Egypt's readmission to the Islamic Conference Organization (ICO) will not be raised at the meeting, conference sources said. A number of Asian states wanted to propose Egypt's reentry, but no leading Arab state would cosponsor the move.

Moderate Arab states, including Saudi Arabia, Sudan and Jordan, agreed that the re-

admission should first be decided by the Arab League, from which Egypt was also suspended in 1979.

The debate was triggered after Mr Yasser Arafat met President Mubarak in Cairo last month. The PLO chairman arrived here on Sunday night from Tunis and there was speculation that the Morocco summit might be the setting for a reconciliation between Mr Arafat and Colonel Gaddafi.

But sources said an Arafat-Gaddafi meeting elsewhere was in the offing and might take place in a neutral capital, such as Tunis. Mr Arafat held consultations soon after his arrival with King Fahd of Saudi Arabia. King Hassan and Jordan's Crown Prince Hassan, who is standing in for King Hussein. The PLO chairman is expected to go to Jordan after the summit to discuss a possible joint approach on Middle East peace with King Hussein.

King Fahd, a leading backer of the ICO, said the meeting was taking place at a critical time and called for concrete results.

## Druze blast east Beirut

From Our Correspondent, Beirut

Residents of Christian east Beirut and neighbouring suburbs and towns huddled in basements and bomb shelters yesterday as Druze gunners peppered the area throughout the day.

The Druze Progressive Socialist Party said the shelling was in retaliation for attacks by Christian militiamen on five Druze mountain communities. The barrage, the heaviest and most prolonged of three such attacks in the past five days, killed 10 people and injured at least 40. Casualty reports were not available from mountain areas.

Shells and rockets exploded near the presidential palace in Baabda as the US Middle East envoy, Mr Donald Rumsfeld, met President Gemayel of Lebanon. Palace sources said Mr Rumsfeld briefed the Lebanese leader on his talks last week with President Assad of Syria and those last weekend with Israeli officials.

Syria is vehemently opposed to last May's troop withdrawal agreement between Lebanon

and Israel. The pact, opposed by Druze and Muslim leaders in Lebanon, calls on Israel to withdraw its troops in exchange for assurances of border protection and other concessions.

Israel's hopes of creating that security were set back at the weekend, when Saad Haddad, the renegade major who commanded the Israeli-backed militia south of the Awali river, died of cancer.

He was buried yesterday in his home town of Marjayoun, southern Lebanon.

The question of Haddad's successor is still unanswered. Sources say the Israelis are holding "delicate negotiations" with Mr Gemayel's Government in the hope of getting a regular Lebanese Army officer to assume command of the 1,200-man Haddad force and, in theory, expand the Army's area of control.

Threat to pact: Lebanese Prime Minister, Mr Chafic Wazzan, was quoted yesterday as saying his country would not ratify the withdrawal agreement with Israel (Reuters reports).

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## South Africa and Mozambique face to face in Pretoria



Down to business: The South African and Mozambican delegations meeting at a state guest house in Pretoria

## Chat show host sets Democratic fur flying

From Nicholas Ashford  
Washington

Soap, crackle, pop. The Democratic race for the presidency, until now dull and predictable, has suddenly burst into excitement, with the eight candidates taking such swipes at each other that even Senator John Glenn's normally placid demeanour was shattered in an







# Repairing the dents in detente

This week's Stockholm conference comes at a time of hardened attitudes in the West about the value of good relations with the Soviet Union. Richard Davy argues that much US rhetoric is based on a misreading of history

Detente is dead. Long live dialogue? When Mr Shultz meets Mr Gromyko in Stockholm tomorrow it will be tempting to celebrate the return of superpower diplomacy. After all, it ought to make sense, the confrontational approach of the Reagan administration has achieved no very obvious successes. It has not made the Russians more amenable in negotiation. It has subjected the Western alliance to very severe strains. It has increased budget deficits, raised interest rates, and worried a lot of Americans. It has not helped Mr Reagan's election prospects except, apparently, among white, male blue-collar workers. Sensing some of this, the Reagan administration has been moving towards a new phase of dialogue, perhaps leading to a summit, when the Soviet Union shot down the Korean airliner, plunging the relationship back into acrimony. The Russians then withdrew from the arms talks in Geneva and let it be known that they were no longer open for business with the administration.

Now Mr Andropov has disappeared from view, so there is nobody to have a summit with, while Mr Reagan's victory in Grenada has made his election platform less urgently in need of a peace plank - though he still gets low ratings for foreign policy. But many of the pressures for a revival of East-West diplomacy remain, especially in Europe. Even Mrs Thatcher is talking about dialogue and preparing to visit Hungary. The French are also wondering whether they can afford to be left out. Mr Reagan cannot leave all the running to the Europeans of - riskier still - to his Democratic opponents.

Nevertheless, one trip to Stockholm does not bring back detente. Washington remains divided on East-West relations, and deeply suspicious of the whole business. One of the troubles is that it has got its history wrong. The prevailing myth in that capital of myths and fashions is that the detente of the 1970s was a great mistake which brought nothing but gains for the Soviet Union and losses for the West. Mrs Jeane Kirkpatrick says it was a time of "unilateral moral and political disarmament" in the West while the Soviet Union relentlessly expanded its power. Hence, we are all supposed to be pleased that the illusions of detente have been exploded so that we can now face up to the true nature of Soviet wickedness and celebrate the return of American self-confidence.

This is bad history so it produces bad policies. In the first place it exaggerates the extent of the illusions that prevailed during detente. Dr Kissinger and other senior officials who framed the policies of the time were tireless in explaining that the Soviet Union was still an adversary, that competition continued, and that Soviet expansion must be resisted. They assumed that the Soviet leaders were rational people who, while seeking to expand Soviet influence, also wanted other things, such as Western technology, arms control and acknowledgement of their status as a superpower. Hence they might be open to bargains and diplomatic arrangements.

That this policy was misunderstood is obvious. It was misunderstood on both flanks - by those who regard it as a form of appeasement and by those who thought it meant the end of confrontation. The Americans made mistakes which contributed to misunderstandings. In 1972 the two super powers signed a foolish document agreeing that neither would manoeuvre

for advantage in the Third World. Lord Wilson, when Prime Minister said that detente meant "Live and let live" and offered the Russians an excessively generous line of credit, of which they took only part. Too many people forgot that the Russians openly proclaimed that detente was an opportunity for continuing ideological and political struggle, helping wars of liberation and generally nudging the world towards communism. There never was any chance that they would settle for a static world.

But the West's mistakes and misunderstandings of the 1970s do not wholly discredit the idea of trying to improve and regulate relations with the Soviet Union. Detente failed as much because it was badly managed as because its concepts were flawed. The American political system was not capable of the necessary coherence and fine diplomatic tuning, especially after the loss of presidential authority in the wake of Vietnam and Watergate. As Mr Helmut Sonnenfeldt once put it, the doves destroyed the sticks while the hawks destroyed the carrots. The Clark amendment stopped the use of force against Cubans in Angola (possibly rightly in the circumstances but setting a risky precedent) while the Jackson-Vanik amendment overloaded the trade negotiations with the Soviet Union by demanding formal commitments on emigration, which had already been given privately. As a result, the Soviet Union decided that the bargain was not worthwhile, so both trade and emigration suffered.

## Detente failed because it was badly managed

Even so, the balance sheet of the 1970s did not come out wholly in favour of the Soviet Union. There were gains for the West too. In its first phase, detente brought the Berlin agreement of 1971, which has held up well, and the West German treaties with Eastern Europe, which opened up the area to West German diplomacy, greatly enlarged human contacts, and ended the usefulness of the German threat to the regimes of the Eastern Bloc. In Poland in particular the political scenery was transformed when almost the only link between government and people - fear of Germany - was removed.

Then came the Helsinki agreement of 1975, which was strongly opposed by many people now influential in Washington because they did not understand what it was about and could not believe that the West could go into negotiations on a Soviet proposal and come out on top. Yet Helsinki, although it has not been much implemented, was a significant diplomatic victory for the West. It showed that the West could stick together in negotiation. It opened Eastern Europe to public scrutiny and created a continuing forum in which the internal affairs of the area can be discussed legitimately. It also gave a good deal of discomfort to the Soviet Union. It is now invoked by people who would have killed it before birth if they had had the chance, which suggests that they may be fallible.

Detente also brought massive emigration from the Soviet Union, which was a humanitarian and propaganda success for the West and added enormously to our knowledge of the Soviet Union. Would Solzhenitsyn and Bukovsky be alive and writing in the West today if the Soviet Union had not felt obliged to pay some heed to Western opinion? Would hundreds of thousands of Jewish families be free? Would Sheharansky be in prison today if detente had survived? It is too easily forgotten what concessions the Soviet Union made to Western opinion while it still thought there were benefits to be gained in exchange.

At the same time, the Soviet Union became a lot more open to the West. Jamming of Western broadcasts was much reduced, and so was Soviet propaganda against the West. Contacts became easier, visits increased, and more Soviet citizens were exposed to Western ideas, arguments, consumer goods and other pleasantly-corrupting side-effects of detente. Many members



of the apparatus acquired a personal stake in detente. Western influence penetrated even more deeply into Eastern Europe, stimulating consumerism, unfavourable comparisons with the West, and impatience with the system. The effects of such penetration would show only over many years but there is no reason to think they would be negligible.

At the same time the Soviet Union accepted economic interdependence and Western credits. Some critics of detente see this as a net gain for the Russians because it allegedly gave them the benefits of easy trade, including a boost for their military potential, without exacting any change of behaviour in return. This is only half true. Western credits were certainly too easy, and some of the trade was ill-advised, but low interest rates were often balanced by higher prices.

The benefits of Western trade were generally less than is often claimed. The Soviet Union certainly acquired some valuable military technology, but much of this was through illegal channels, where controls admittedly became too lax during detente. Legitimate trade played a more modest role, and Soviet economic growth continued to slow down.

Western calculations went awry in Eastern Europe but there, too, the losses were by no means all on the Western side. Some Western banks suffered a bit, mainly in Poland, but Eastern Europe as a whole has now turned around its balance of payments and is servicing its debts from a surplus, so the net flow is from East to West. For many years it will be struggling with this burden of debts and cutting living standards to pay for them.

Whether one regards this as a good thing depends on what one hopes for in Eastern Europe but Western critics of detente can hardly argue that the West has done Eastern Europe a favour by helping it get into such a mess. The area will remain heavily dependent on the West for many years. Although there are attempts to turn trade back to Moscow they cannot go beyond a certain point without damaging the ability to service Western debts. This would give the West some bargaining power if it knew how to use it.

On the whole, the Soviet Union and Eastern Europe proved very bad at absorbing Western technology. Machines were left to rust, plants were badly run, and products were often

sub-standard. Many factories remained dependent on Western parts and materials. Some caused trouble by dumping at low prices in the West, but even in the chemical industry, where there were many complaints, only small sectors were affected. The net flow of trade in chemicals remains greatly in the West's favour.

Altogether one of the principal lessons of detente for the East was that Western technology is no substitute for reform. If anything its effect was to bring the systems more sharply up against their shortcomings, especially in Poland, where the expectations aroused and then frustrated by the Giermek regime did a lot to bring Solidarity into existence.

Probably the most widespread criticism of detente is that it did not restrain Soviet expansion in the Third World. This is true but the Russians never made any secret of their determination to continue helping "wars of liberation" so it is naive to express shock, horror and surprise. The Russians will expand their influence wherever they can do so without excessive risk. The West cannot expect voluntary restraint for the sake of abstract principles. It must find ways of inducing restraint.

It was inevitable that the Russians would make some gains from the reaction against colonialism. What is surprising is that they made so few.

Nor do the Russians move only forward. They were kicked out of Egypt and Somalia. They were disappointed in Zimbabwe and Iran. They made little progress in Latin America, where detente probably made them restrain Cubans in the 1970s. Nevertheless, the West certainly needs more effective means of restraining Soviet expansion. Detente made it careless, and the Russians became over-confident. Afghanistan is the prime example of the failure of detente but also, paradoxically, of its potential value.

The Russians got the impression that the West had no interest in Afghanistan. By the late 1970s they were also becoming disillusioned with the fruits of detente. They thought they had nothing to fear from the West if they invaded and nothing to gain if they did not. Perhaps they would have paused for another think if the West had engaged itself on behalf of Afghanistan's non-alignment and if detente had still been in full swing, since there would have been more to lose. As it was, the gains seemed obvious and the penalties minimal and temporary.

In contrast, when the Polish crisis blew up in 1980 the West showed great concern and developed fairly severe contingency plans which contributed to holding back the Russians from invading during Solidarity's first winter. But an important factor was that there would have been a very strong reaction in Western Europe.

As for their Soviet military build-up, which also soured many Westerners on detente, no realist expected them to show voluntary restraint when they felt themselves inferior and threatened by China as well as the West. They did slow down their procurement from 1976 onwards, according to the new CIA estimates, but this was probably the result of slow economic growth.

## A massive loss of confidence in American leadership

Any serious reduction or levelling off of Soviet defence spending will come only as the result of negotiation with the West or a very long period of relaxation. So far the United States has mismanaged arms control. Admittedly, arms control has neither stopped the arms race nor saved money but it has not been seriously tried for more than ten years. The outline of SALT II was initiated in 1974 but President Ford then lost his nerve and President Carter did not sign the agreement until 1979, after which he allowed himself to be rattled by a phony crisis over a Soviet brigade in Cuba and then diverted (more understandably) by Afghanistan, so the agreement was never ratified. Had it been signed and ratified by 1976 we might now be negotiating SALT VI in a calmer atmosphere. Probably few American failures have done more to exacerbate public anxieties in the Western alliance.

Meanwhile, one looks in vain for the "moral and political disarmament" which so bothers Mrs Kirkpatrick. It is true, of course, that American defence spending dipped in real terms during the 1970s, partly as a result of the end of the Vietnam war, but it revived again under Mr Carter and at no time fell low enough to create serious new threats to Western security. The Soviet Union made big gains in military power and global reach but largely with programmes begun before detente. The change in the relative power of the United States was not caused, by detente, though detente did induce some laxity.

In Europe, however, which seems to be the main target of Mrs Kirkpatrick's criticisms, defence spending continued to rise throughout the 1970s.

Throughout Europe and the West the prestige of the Soviet Union continued to decline. Everyone was reading the Soviet dissidents and protesting against violations of human rights in the Soviet sphere. French intellectuals turned sharply against the Soviet Union. In fact, among Western intellectuals there were fewer illusions about the nature of the Soviet system than at any time since 1917. Even Western communist parties felt obliged to dissociate themselves from the Soviet model, with the result that "Eurocommunism" became briefly fashionable and then faded. In the Third World, too, there was growing disillusion with the Soviet Union.

The rise of the peace movements in the West has been encouraged not by detente but by the collapse of detente. There is not a rise in sympathy for the Soviet Union but a massive loss of confidence in American leadership. Not just the peace movements but the political establishments of Western Europe have become profoundly uneasy at the failure of the United States to develop a coherent, consistent, bi-partisan policy towards the Soviet Union after more than 60 years of trying. This is not "moral disarmament" except on the pacifist fringes of the peace movement. It is an expression of concern that the power to destroy the earth is in the hands of men on both sides who do not understand each other, do not know how to talk to each other, and are incapable of dealing rationally with the enemies which overwhelm their relationship.

ligious women to forgo military service, while imposing it on women like herself who are not.

Twice a year, Yael Dayan tours the United States on a fund-raising lecture circuit for the United Jewish Appeal. She says that she greatly enjoys speaking, and that she "bells it out". "I speak very quickly. I don't ponder and chat."

"Of course things are bad now. Economically it's a terrible moment in Israel, but we've become spoilt. We have to cut back - but it's all fat, not muscle."

"I feel passionately that in spite of all the headlines, in spite of the world view that we have our finger always on the trigger, we in Israel have a very positive normal life. I say this not as a writer but, even if it sounds banal, as a wife and a mother. We built our country not to fight in the Lebanon, but to live good lives. There is no cultural claustrophobia in Israel. There is very little violence or drugs. When you wake up in the morning and see that the sun is shining, that your children are going to excellent schools, that the beaches are fabulous, and the oranges terrific, then you regain a sense of proportion about what we've done. And that is something incredible."

More important, she says, is the state and religion, to remove archaic laws that still govern marriage, and anomalies that allow deeply re-

## The mission of Dayan's daughter



Yael Dayan: Not easily daunted

To write dispassionately about any father, let alone a controversial public figure renowned for strong-mindedness and individuality, is a task to daunt most daughters. Yael Dayan, who has arrived in London with the first draft of what is to be a major Israeli-American television dramatized documentary of Moshe Dayan's life, written with her younger brother Assaf, is not easily daunted.

She shrugs off the challenge briskly. "Of course, there are moments when we have gone so far not to be subjective but we probably end up over-objective. But we're not kids any more. And you don't shy away from the wild things in the life of someone you're emotionally involved with if he's dead. My father did do wild things. He was a very difficult and complex character."

Her role in the production will not end with the script. She will be involved throughout the filming, and while no actor has yet been cast to play her father, she expresses a wish that he may at least possess a strong physical likeness to him. "Someone like Jack Nicholson," she suggests. Was her father not a bigger man? "No. Everyone thinks that. He was in fact rather small. Television seems to do that: it stretches and widens you."

Yael Dayan is a neat, slight woman in her early forties, with an angular and serious face and almost black, straight hair severely parted down the middle. She looks purposeful. Like both her parents, she was born and educated in Israel. After studies at Jerusalem University in international relations - she refers to them, laughing, as a "mess" - she forged for herself a widely successful working life as a journalist and author of six novels and a book on the Six-Day War.

She writes her fiction in English, (a habit triggered off by George Weidenfeld, who commissioned her first novel, but wanted it so fast she had no time for translation), her columns in Hebrew, the language she speaks with her two children. She does her own translating. Recently she has returned to the academic world, and is now working for a BSc in biochemistry and genetics at Israel's Open University. A switch away from the humanities, traditionally studied by all Dayans, has presented her with unexpected new thoughts. "Between the meat balls and the laundry I find time to examine a little genetic engineer-

ing," she says. "I don't expect I shall pursue it, though the presence in Israel of so many racial groups has meant an enormous interest in genetic counselling."

The daughter of one general, the wife of another - General Sion, her husband, is the head of the Israeli-Egyptian military commission and responsible for the multinational force in the Sinai - Yael Dayan maintains that being an "army family" has very different connotations in Israel. "It doesn't mean what it means with you. In Israel you can be, you should be, a general and a philosopher."

She has done her own stint in the army, completing her compulsory two years service in the late 1950s, as well as two stretches as a volunteer during the wars of 1967 and 1973. National service, she says, is an admirable institution. "If there were no wars, then I would like to see it directed to other goals."

In fact, politics, rather than military affairs, on which she is less forthcoming, occupy the few hours that she is not writing or studying or spending time with her 13-year-old

son and daughter aged 12. A lifelong Labour supporter, openly critical of Begin and Shamir, she sits on both the prestigious Labour Party steering group and on its foreign affairs committee, and declares that if the Israeli electoral system were to be altered in such a way that candidates were elected rather than nominated by their parties, she would certainly stand for parliament. "That's the first step to becoming prime minister, isn't it?"

moreover...  
Miles Kington

## Wish you were there

This year, have a holiday to remember! Only from Moreover Travel! Two weeks on the lovely Isles de Brochure! These palm-fringed islands are only 36 hours from Heathrow. How do you get there? Easy. You just jump in a cab and say: "Take me to Heathrow!" No, but seriously, the Brochure Islands are a dream come true. Surrounded by water on all sides, they represent the kind of holiday you thought you'd never have. Swimming, drying, getting sand between your toes, losing your towel - these are just four of the many activities available. Or if you'd rather just sit on the beach and stare mesmerized into the distance, that can be arranged, too.

The Romans called these islands the Devil's Rocks. The Crusaders came this way, but did not stop. The Portuguese landed in 1567 and left behind the curious structure known to this day as Costa's Grill. In the eighteenth century the French gave it to the British, who did not want it and gave it back. Now, left behind by history, the Isles de Brochure are a quiet haven, where you can eat yourself silly or dance the conga, if that's your idea of a good time.

Native Brochurians speak English, French, Dutch and German, or Swedish for a slight surcharge. During the day they wear plain hotel workers' uniforms, but they exchange these in the evening for their native costumes, so that they can sing and dance spontaneously in the residents' dining-room or on-stage in the Garden Barbecue. Their many native folk songs, such as La Cucaracha or the Blue Danube, have been put on a long-playing record which you may purchase in reception.

The Hotel Moreover is the most luxurious on the main island, Paella, but there are many others to choose from, ranging from five-star to one-star. The grading is as follows:

Television in every room, receiving programmes and that night's video film.

Television in every room, receiving programmes.

Television, black and white, in every room, receiving programmes only in Brochure.

Television in every room receiving only radio programmes.

Television in the next room.

There are cars on the islands, but most people prefer to use the horse and buggy, which will take you to the interior of the country, down to the beach or wherever the horse feels like it. Once you hear the horses' hooves erupt in a fantastic *Fliegende Holländer*, in which the buggies are decorated with flowers and flags, everyone dances in the streets and all wine is free. This occurs just after or just before your holiday.

For breakfast, you may either use your own bedroom kettle to brew instant coffee with biscuits, or you make your way to the breakfast lounge, where the staff will be pleased to serve you instant coffee and biscuits. Lunch is a come-as-you-please affair of salads and cold meats and so is dinner. Dress, of course, is quite informal, though we try to discourage leisurewear within the hotel itself.

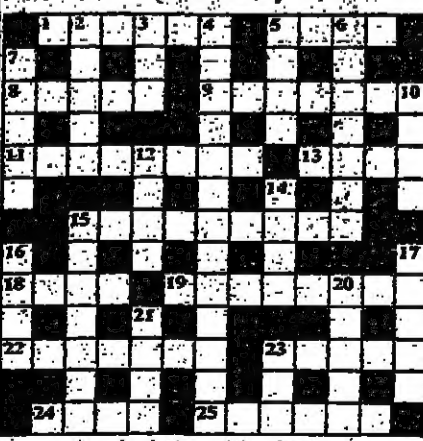
If you wish to get away from the hustle and bustle of the beach life, we can recommend a trip into the interior by horse and buggy, taxi or simply on shanks' pony. The contrast is startling: gone are the luxurious palaces and putting courses of bright green - instead a gaunt hot landscape made up of native rocks and scrub, reaching a height of some 367 metres at its highest. Here you will find small, unspoilt villages, with old Brochurians ready to tell you old drinks and cups of tea, as they have done from time immemorial.

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## CONCISE CROSSWORD (No 250)



- |                             |                       |
|-----------------------------|-----------------------|
| ACROSS                      | DOWN                  |
| 1 Tolerates (8)             | 2 Uncovered (5)       |
| 3 Solid square (4)          | 3 Moistureless (3)    |
| 4 Dress richly (5)          | 4 Ways faithful (6,7) |
| 5 Stone-work (7)            | 5 Warning cover (4)   |
| 6 Owing gratitude (8)       | 6 Waiting spirit (7)  |
| 7 Engine sound (4)          | 7 Street (5)          |
| 8 Large computer (9)        | 8 Yoga master (8)     |
| 9 Deserve (4)               | 9 Formal dance (4)    |
| 10 Large whistler (6)       | 10 Large tent (7)     |
| 11 Dark mark (7)            | 11 Mock (4)           |
| 12 Broil (5)                | 12 Draw bait (5)      |
| 13 Professional charges (4) | 13 Broad (5)          |
| 14 Ferrie (6)               | 14 Clancy (4)         |
|                             | 15 Sticky mess (3)    |

SOLUTION TO No 249  
ACROSS: 1 Lie detector, 2 Riposte, 3 Rider, 4 Ym, 5 Path, 6 Baby, 7 Office, 8 Out, 9 Slav, 10 Landau, 11 Onus, 12 Ebor, 13 Tec, 14 Judo, 15 Cheroot, 16 Bell bottoms.  
DOWN: 1 Input, 2 Dash, 3 They, 4 Corn, 5 Oddball, 6 Ora, 7 pro notes, 8 Triumph, 9 Cur, 10 Exorcist, 11 Hot, 12 Affaire, 13 Scuffle, 14 Sue, 15 Broom, 16 Tail, 17 Echo, 18 Welt.





1984



1985



1986



1987



1988



1989



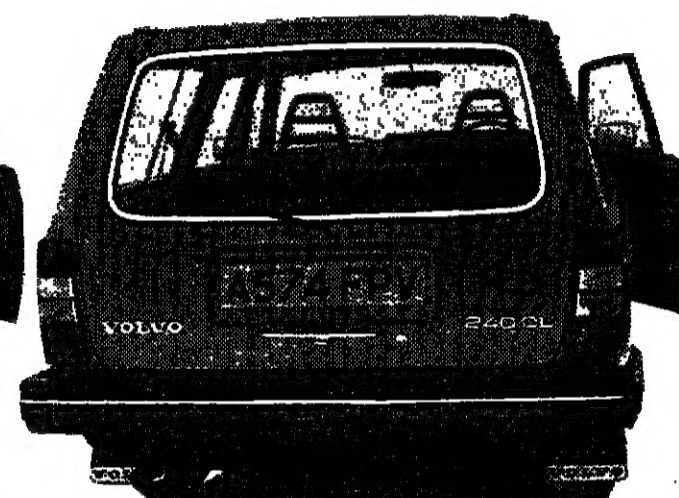
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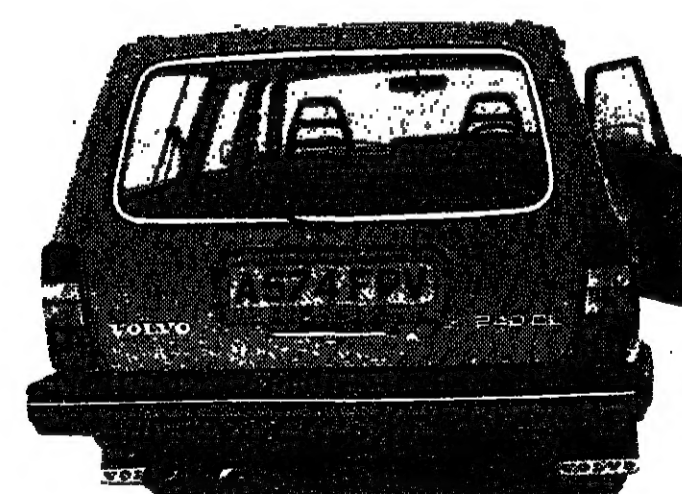
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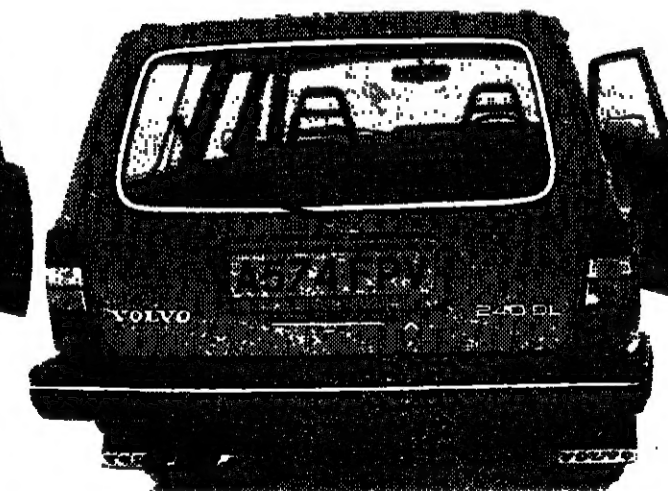
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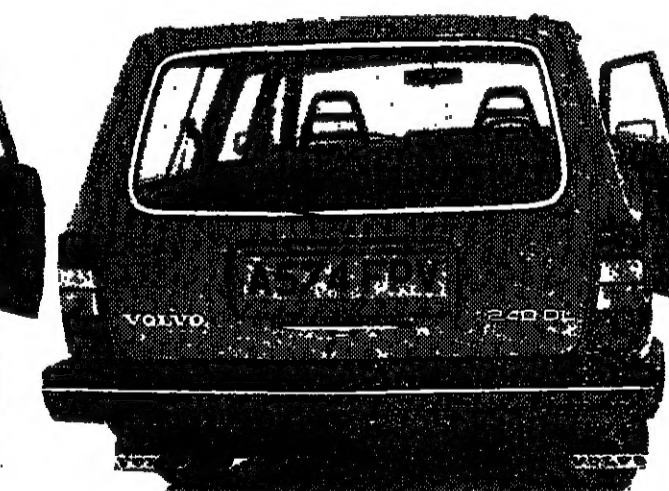
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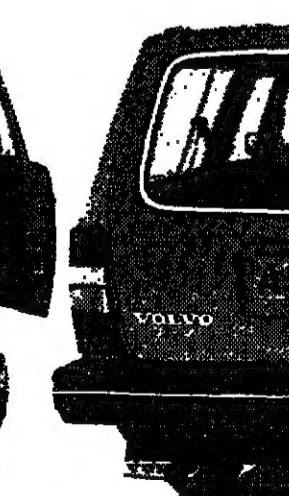
2000



2001



2002



2003

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How the beauty business can cash in on Boy George

## Preparing the canvas

How far away is make-up for men?

Steve Strange's painted visage and Boy George's grish looks may be a joke for stand-up comedians: for the beauty trade they could mean big business in the next decade if they serve up a tiny fraction of the male market. Already pop followers have taken up the challenge to draw their own personal works of art in eye pencil. And for every (older) man who finds the new faces unnatural or decadent, there is another who is fascinated by the idea of experimenting with his girlfriend's make-up.

No beauty company is yet bold enough to draw on the arresting pop picture. But they are now beginning to prepare the canvas. Skin care products are designed to soften up both the skin and the minds of men so that they can accept the concept of "male grooming". "Grooming" is the word that the trade has chosen instead of the more feminine "beauty". Grooming is, of course, what decent British men do for their horses, and this idea of healthy living in the country side is central to the image of men's products.

Clinique was the first important beauty company to launch a skin care regime for men. The idea for it, it claims, was customer led: women adherents to its fragrance-free and allergy-tested products reported that their menfolk also found them useful. Skin Supplies Inc. launched in Britain last spring, includes similar basic components to the women's regime: a soap, a toner/cleanser (called a "Scruffing Lotion") and a moisturizer. The products are half as strong again as the women's line, which reflects either the resistance of the male skin, or his wallet.

The Skin Supplies are selected by the Clinique computer into which the counter sales person (usually female) feeds the facts. This high-tech aid helps to build a masculine image, according to Carol Phillips, the American founder and president of Clinique (a subsidiary of Estée Lauder). "Men appreciate facts," Carol says. "When men come to our counters they get straight, clear information. We try to educate men pleasantly, so that they can see the products for what they are."

## First discreet move towards male make-up

Doing what comes naturally (with a great deal of help from modern science) is the theme of the new treatment cream from Aramis. Their RNA Bio-Complex Moisture Cream seems a long way from the ritual dab of after-shave that used to be a man's one concession to caring for his skin. The soluble Collagen that is the active ingredient in the cream is one that is used for many women's treatment products.

All the existing men's grooming and treatment lines have been pioneered in the US and are designed to appeal - in spite of the outdoor image - to the competitive executive class. In this country, some of the specialist US cleansers, scrubs



Today's hair is about choice. The avant-garde is growing long and lustrous locks, now glossy with health and grooming aids. The post-punk period has made all men aware of the idea of experimenting with changes of style, colour and even texture.

New is the Aramis Maltiplex hair gel to give men a chance to try new styles and shapes. The Natural Hair Gel (on counters

from March 1) gives body to fine hair, tames thick and unruly hair, slicks and smooths, builds curls or spikes.

Long hair groomed and styled by George Pountzi 10 New Cavendish Street, London W.1. Foppish brocade waistcoat, shirt and silk tie from Tommy Nutter, 18/19 Saville Row, London W.1. Photograph by BARDO FABIANI.

and treatments are imported and sold through hairdressers or sun tan parlours. (Brownies at 32 Fouberts Place, London W.1 has a selection).

The image of a healthy glowing skin has been used to introduce the tinted moisturizing creams and "bronzers" for men - the first discreet move towards a male face make-up.

The sun tan factor has already been important to the successful launch of men's body and bath products. The male body beautiful, anointed with oils and unguents, is as old as the original Olympics. But it was the craze for a healthy body (and never mind the mind) in the 1960s which made the bisexual sun tan preparations big sellers. While the women's cosmetic companies added sun tan products to their beauty ranges, with men it has been the other way about: from sun care to general body care. Now that beauty houses are doubtful about the value of sunshine for the fine facial skin, they find themselves in an ambivalent position over their women's sun tan lines.

Men's bath and shower gels, body rubs and exfoliators,

massage and smoothing creams are, by contrast, a natural progression from after-sun body products and sun tan oils. (Male sun tan products for the face are not big business.)

The soaps, dusting powders, deodorants and even after-shaves are easy to sell to men on the hygiene/freshness angle (even if they do tend to be overlaid with the smell of musk to underline the appeal of clean living to the opposite sex). But if the moisture balms have tended to come in on the bronzed backs of the sun tan products, the bathtime products are dominated by the big names in fragrance.

Those men who received a small bottle of after-shave or cologne from their loved one this Christmas (60 per cent of total sales in the month of December) can have no idea of the selection of fragrances on offer. Boots alone has 16 major varieties, from Faberge's well-publicized Brut 33 to the preppy Polo by Ralph Lauren, to familiar favourites like Shulton's Old Spice.

The sweet smell of success reached the nostrils of the big French perfume houses long

before the current move towards extravagant fashions in clothes and make-up for men. Fragrance now - in the form of after-shaves, eau de toilette and eau de cologne - is worn by men across a wide spectrum of age and taste. Chanel have two men's lines - A Gentleman's Range for the sophisticated and the newly-launched and raunchier, Anteus Pour Homme. Their name now covers the entire range of bathroom shelf products, from pre-shave, to soap, shower gel, talc and deodorant. Since Chanel No 5 is the name engraved in neat black letters on the mind of every man who stands at a perfume counter, the men's line has a good start.

Famous French names have expanded into grooming ranges. Fifteen years after Dior launched Eau Sauvage, it now emphasizes not just the fragrance, but also its treatment products like the after-shave balm and matte moisture. Guy Laroche's D'Arman Noir and the Pierre Cardin range, like many of the French fragrances, are aimed at the executive man.

## Essential ingredient is sex-appeal

The success of the male products has drawn new high-fashion names into the business. Max Factor launched Mission Uomo last autumn, emphasizing Tai Missoni's career as an Olympic athlete. Cartier's Santal (launched 1982), has a bottle to match the famous brushed steel watch, and marked an important extension to the Les Must accessories range. Both Burberry and Aquascutum now have their own fragrance and grooming products - unthinkable in the days when decent men took home something from the barber. The old-established English companies themselves (Fradet, Penhaligon, Dukes of Pall Mall) have all upmarket slices of the market.

Who buys what in this crowded market of fragrance, after-shaves and toiletries? Although female purchasers (especially in the Christmas period) are vital to the sales and health of a company, research shows that the vitally important younger section of the male market is bought by men.

Even women's fashion designers, whose name and clothes have primarily been promoted in publications aimed at women, have now beamed their message towards men. Although men's fragrances have more sober and less fanciful images than their female equivalents, the essential ingredient they are selling is sex appeal. This is the unspoken message behind all the male products, just as it is the raw and obvious appeal of a painted pop star like Adam Ant.

Given the cloying and suggestive prose (but not smell) that waits around the men's fragrance business, I welcome the claims that its Andron fragrance contains "the most expensive ingredient ever used in perfumery, a single kilo costing more than £50,000, and scientifically created to woman". It must be a snip at £3.95 for the after-shave. And who would be man enough to take it back?



Above: Mixed print shirt in stripes, gingham and dogtooth checks, £47 by Dexter Wong, downstairs at Hyper Hyper, 25-40 Kensington High Street W8. Left: "Bear" shirt with guitar print £19.95 in wide range of loud colours and '50s prints from Johnstons, 408 King's Road, London SW10 and First Floor, Kensington Market W8; Paradise Garage, Bristol; Street Clothes, Leeds; Metro, Glasgow; Be-Bop, Newcastle; Climax Clothing, Cardiff; Extremes, Liverpool.



Above: White cotton short-sleeved shirt with black musclemans print £9.99 from a selection of patterned shirts at Chelsea Man in Exeter, Bexleyheath, Dundee, York, Coventry and Glasgow. Left: Hat print shirt with shaped collar £35 from Stephen King, 815 Kings Road SW3, Slim Jim tie from Flig; Long Area WC2 and branches. Illustrations by JOHN BABBAGE

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DAKS topcoats	£149. £99
DAKS jackets	£125. £89
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Cotton shirts	£26.50. £17.50

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The patterned shirt is back. Bold and garish or small and discreet prints are being worn.

by young men as the newest street style, buttoned strictly at the top, usually without a tie. This is the first time since the Seventies that pattern has been a strong trend for menswear. It is part of the sense of adventure in clothes for the modern man and the graphic, graffiti and floral prints make a startling contrast to the ubiquitous mainstream stripes. Long hair from the Flower Power era is also with us again but the total look is sharp and confident, with shirts cut loose with small collars and asymmetric pocket detailing.

Mixing fabrics is a popular way of achieving a multi-patterned effect, often tricking the eye with a narrower striped cuff or different colour for the back. Shirt sleeves are dissected with bands of plain colour running under the arm or along the forearm. Stephen King of the English Menswear Designer Guild uses the most unusual fabrics he can find for his shirts and has a lot of 3-D effect designs and textured weaves at his shop in King's Road, Chelsea. At Hyper Hyper, theemporium of street style in Kensington, Donald Fong specializes in handmade shirts and sells to high-style stars of the music world like Paul Young and Simon Le Bon.

Fashion always sees a way to bring design full circle and the Fifties has many commercial liabilities for High Street fashion. Chelsea Man's Club and mass market shirt manufacturers Inigo Jones have short-sleeved shirts from the Rock 'n' Roll era in their spring ranges. The best-selling shirts at the Fifties classics shop in the King's Road, Johnstons, are printed with domestic kitsch like formica table tops or old carpet patterns.

Creative dressers are taking the shirts off their backs and turning them into fashion art, hand painting, graffiti designs with acrylic paints and wearing them under stark suits and oversized cardigans.

Design detailing on men's shirts is also changing. New trends for the spring include:

- The cutaway collar - small and spread away from the tie. A feature of all the major designer

names in the stores.

- The white collar (but not cuffs) on a striped or plain dark shirt. Van Heusen, Givenchy and Pierre Cardin are using it for executive styles.

Patterns are taking over ties too, with swirling paisleys and delicate floral motifs in pastel colours in the formal menswear departments of Austin Reed

and Hornes. Ties are still uniformly narrow but, in the current climate of fashion individualism, it is predicted by many that we will see a return to the wider tie. However, the revival of the kipper tie is hopefully still a few years away.

Christine Painell

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# MEN'S FASHION II by Suzy Menkes

Clothes for 'Dickie' Bird, the man behind the national theatre posters, are as graphically positive as his art.

Both play with shapes and forms and different textures

## Living by design in a high tech age

Richard Bird designs the striking and emotive posters for the National Theatre. From his airbrush have come the vermillion flames licking at the lettering of *Jean Seberg*, the aquiline figure and elegant title of *The Rivals*, the melancholy central European head against the swimming pool blue of *Tales from Hollywood*.

"A director with a strong sense of what he wants is the easiest to work with", he said. "A poster has to start with the play."

He has worked for the National Theatre for 11 years, since before its move to the South Bank. Emotionally as well as practically he is part of the team. "I hope I make an artistic contribution", he said. "I certainly see the brochures and posters as part of the theatre's identity."

I met Richard Bird (of course he is known as "Dickie") to talk about his personal style, which reflects the design direction of his art. He shares his airy studio at the theatre, which faces the winter grey Thames, with co-designer Michael Mayhew, who is primarily responsible for the theatre programmes. Dickie was wearing Versace's slate-black sweater with laser-stamped rubber shoulder pads.

"It's very graphic", he said. "It's using the hard-edged qualities of high tech materials. I like this whole new way of

fashion started by the Japanese. It plays with shapes and forms and different textures and that is what I attempt to do with my posters."

The nature of the job demands that his clothes are casual when he rolls up his sleeves to tackle the art work. He is involved, he says, in all aspects of the posters, graduating from painting to typography and now to initiating the drawing.

"I don't spend a lot of time thinking about clothes, he admitted. "But I do think about colours going together. After all, I am doing that all the time in my work." When he is under pressure, working hard in the studio, he may be in "a pair of tatty jeans and a running shirt". But he is more likely to wear smarter casual clothes.

Inevitably, a man who lives and works by design is drawn to the graphic design-conscious clothes of the Milanese designers. For our photographs, Dickie Bird picked a big soft sweatshirt by Gianfranco Ferre (himself an ex-architect), precision cut into a grid of intersecting panels of fabric and suede. It fulfils the requirements of a job in which he must be comfortable at the drawing board and smart enough to meet a client for some of his design work outside the theatre.

Unlike some men of his generation (he is 36), Richard

Bird is not anti-tailoring. He enjoys the opportunity to wear a suit, usually a sharp-cut Italian design. Gianni Versace's wide-shouldered jacket in geometric checks appealed to him.

"This playing with different sizes of pattern and different textures is very much what I am doing now with the typography on my posters," he said.

The function of his clothes is to present the right kind of design-aware image, as well as the more pedestrian virtues of warmth and decency. His posters too, he said, must be much more than pretty pictures; they are a selling medium.

"A theatre poster packages the play," he explained. "It gives it an identity. It has got to function. You have got to be able to read it across the street and the title must be a large element. Even the type face must be in character with the overall image. The type can actually be quite useful for placing the production in its period, as I did with *The Rivals* or with that 1930s lettering for *Tales from Hollywood*."

Because the policy of the National Theatre is to have a team with no stars, Dickie Bird's NT posters can be an artistic expression of designer and director.

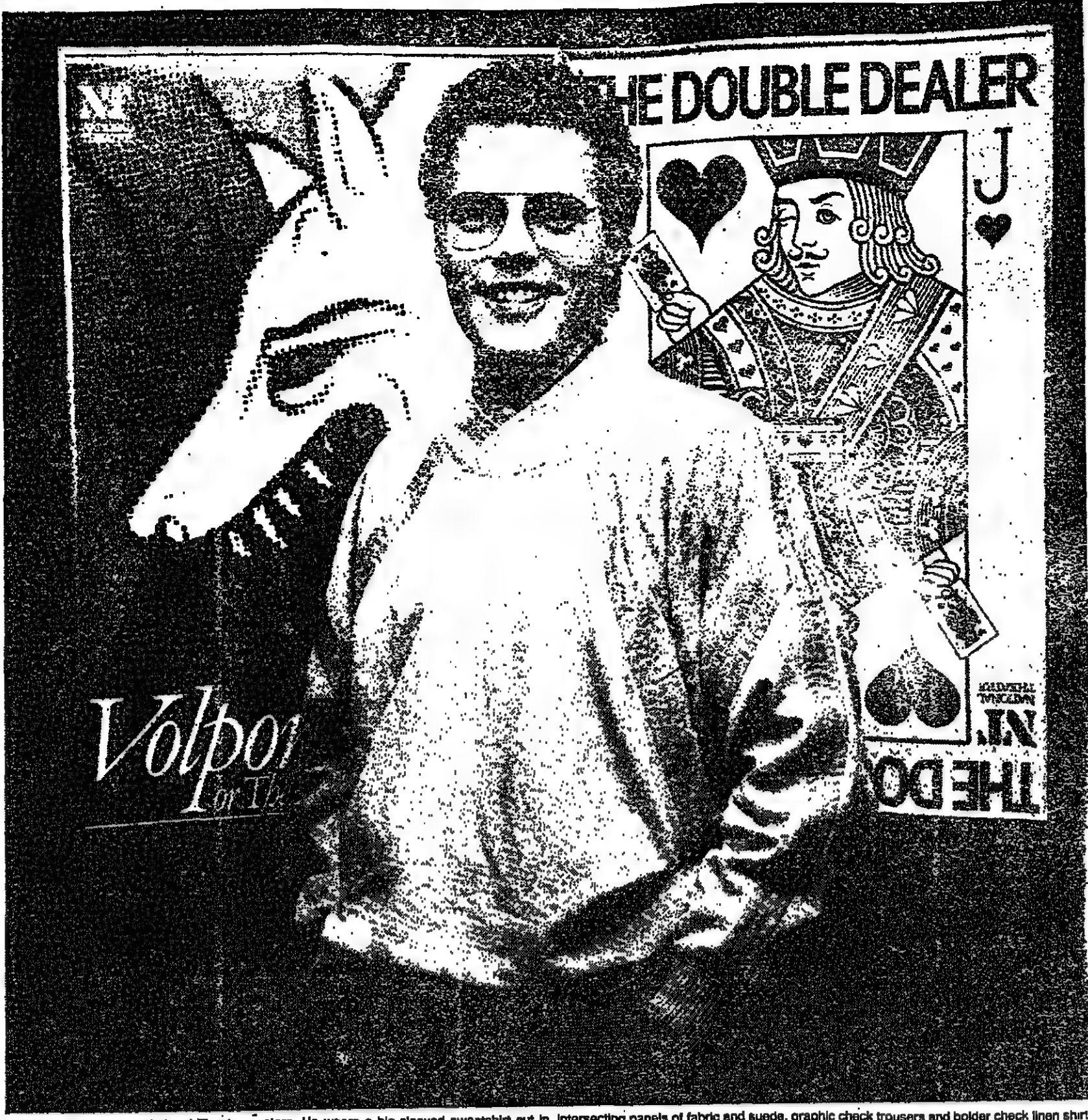
One of his own favourite posters is the wintry silver, spiked with ices, for *The Cherry Orchard*. "This is a case of where I responded very much to the director", he said. "Peter Hall felt that *The Cherry Orchard* is about illusions, so I tried to think of an abstract image. I used a graphic device and cold colours to give the sense of frost on blossom."

He first asks a director what he thinks meaningful about the play and whether he has a concept of his own, although these may prove to be too literary or too fussy for a poster.

With help and inspiration from N.T. publicity director John Goodwin, Dickie sets to work with the technologically advanced tools of his trade. Like David Hockney (whose Hollywood paintings suggested the swimming pool motif) Richard Bird uses a computerized camera as one of his technical aids. He is thinking of buying a computer visualiser for his studio at home.

We walked by the gallery of his posters: the arresting image of Michaelangelo's David be-headed, a scarlet knave winking from a playing card, the menacing fox's head for *Volpone*, the bold Indian silhouettes for *Hiawatha*. I asked him which had been the most difficult poster to design.

"The most difficult director to work with was Harold Pinter", he replied. "Basically *No Man's Land* is a duel of words with the audience left to draw its own conclusions. Harold simply said to me that he didn't want any visual statement at all."



Richard Bird with his National Theatre posters. He wears a big-sleeved sweatshirt cut in intersecting panels of fabric and suede, graphic check trousers and bolder check linen shirt all from Gianfranco Ferre, 37b Brook Street, London W1. Dickie Bird's hair cut and styled by Ray Settle, new salon, 122a King's Road SW3. Photograph by CLIVE ARROWSMITH.



Wide-shouldered mobster jacket with graphic check-on-check pattern, pure cotton shirt, schoolboy striped tie and plain cotton trousers. All from Gianni Versace, 18 New Bond Street, London W1.

### FASHFLASH

■ Spectator sportswear is joining active sports clothes as the fashion growth area of the Eighties. Last week I helped to judge a student fashion competition for sportswear that will be on display at Imbex, the International Men's and Boys' Wear Exhibition that opens next month.

Practical details like press studs or Velcro fastenings, sturdy zips and windproof cuffed sleeves were all incorporated by the students into their designs. Sailing, motor racing and rugby all produced lively variations on spectator sportswear, which mostly included a waterproof cover-up for our unsettled seasons.

■ Bjorn Borg is the latest sports star to come to the aid of the wardrobe. The one-time heart throb of the tennis groupies will have his collection in major stores from St Valentine's Day. He makes a Leap Year appearance at Harrod's on 29th February.

Casual, sporty clothes are the key to his off-court style, with military blousons, casual button-down shirts, T-shirts and trousers - all in natural fibres

and in clear strong colours, with only a dash of Wimbledon white. The clothes, made by the Elser Group in Borg's native Sweden, will jostle along the rails with the wares of other sports stars who have found a lucrative sideline.

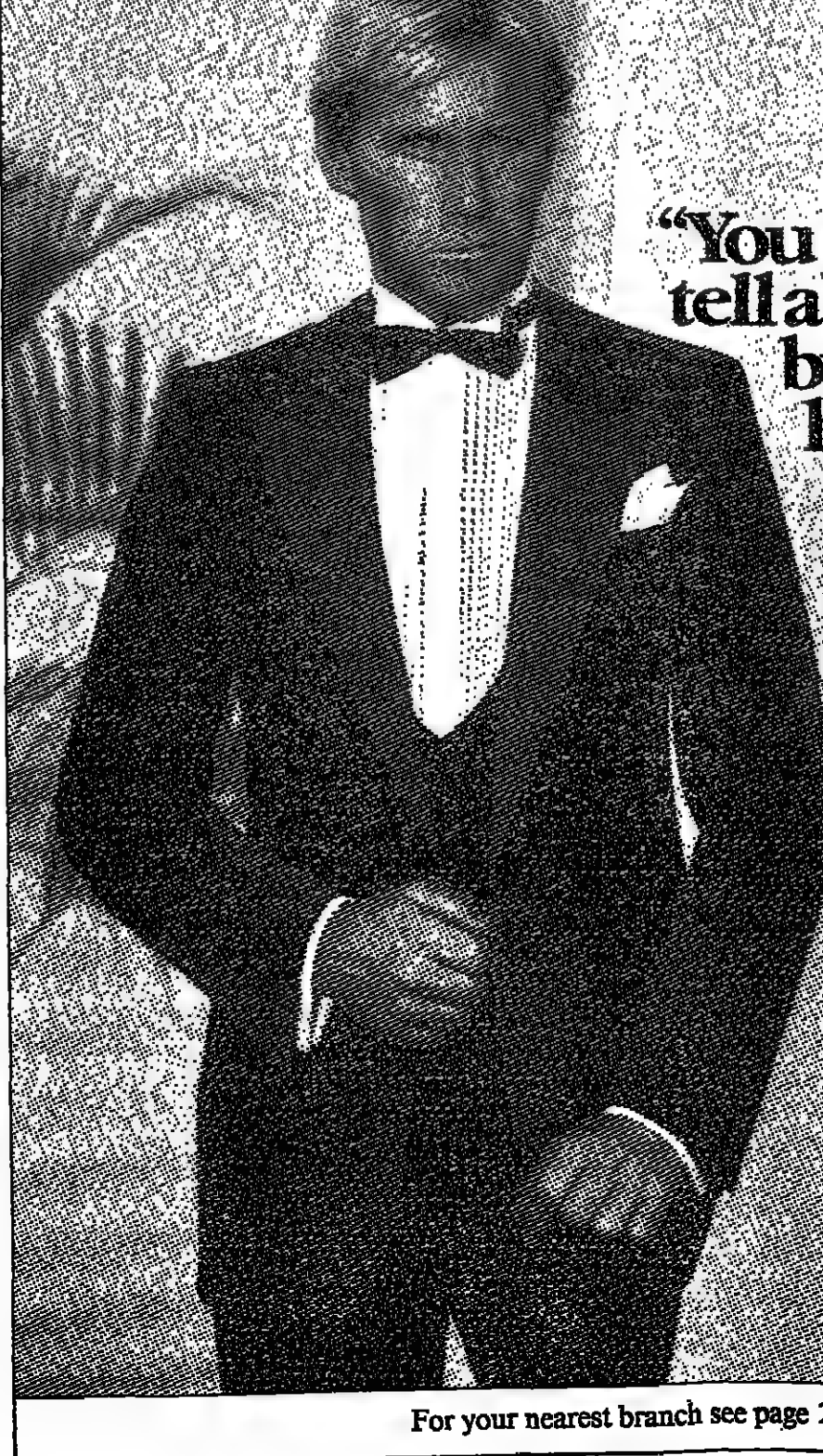
■ With six months to go before the Olympic Games in Los Angeles, the race is already over for the sports clothing suppliers. Adidas is an official licensee and supplier. Arena will make both the swimsuits and the high fashion leopards for the rhythmic gymnastics - a new event for the Games. The British men's teams will be dressed off the track by Hepworths.

■ A windsurfing centre complete with brilliantly-coloured wetsuits and slightly less dazzling windsurf boards and sails, opens at Lillywhites in Piccadilly, London, this spring. The sports store is backing its hunch that windsurfing is the high fashion sport of the summer season. The Paradise Island department will have suitable exotic beach and leisure wear, with the all-important racing swimsuits from Arena, Speedo, Fila and Ellesse.

■ Sport was the key to men's clothes at Marks and Spencer's centenary show last week. Surfing shorts, boldly-striped cotton mix sweaters and pure cotton pleat-front trousers

should all put some action into the M & S family man. Even the tailored double-breasted navy blazer had a jaunty nautical look, teamed with white trousers and a striped shirt. But while the women's swimwear has now put the emphasis on covering up in a shapely one-piece, the men's swimming briefs - in African prints or sharp stripes - seemed briefer than ever.

■ The first Active Sports Fashion exhibition opens to the trade next month. Sports specialists and fashion companies producing dancewear will all show at the Kensington Exhibition Centre from February 7 to 10 in conjunction with the London Midseason exhibition.



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SALE  
FINAL REDUCTIONS

<b>SUITS</b> Sub business suits £169 195 Sale Price <b>£95</b>	<b>SHOES</b> (Strand & Bond Street only) Pierre Cardin wide selection £45-55 Sale Price <b>£30</b>
Chester Barrie £325 375 From <b>£175</b>	Lamin (Paris) shoes and boots £65-89 Sale Price <b>£40</b>
Zegna £295 345 From <b>£150</b>	<b>TROUSERS</b> Wide selection of well-known makes From <b>£20</b>
Lamin (Paris) £275 345 From <b>£150</b>	<b>SHIRTS</b>
Gherardini (Paris) £170 225 From <b>£110</b>	Pierre Cardin £28 50-39
Korner (W. Germany) £169 195 From <b>£95</b>	Lamin £28 50-45 <b>£15</b>
Beale & Inman Classic English style with ticket pocket, 2 piece, 5 piece d.b. £225 275 From <b>£135</b>	Christian Dior £24 50-32 <b>£15</b>
Savoy Tailors Guild 5 piece and d.b. business suits £145 165 From <b>£75</b>	Gherardini £28 50-34
<b>OVERCOATS</b> Cashmere, Navy, camel, black, most sizes £225 to Sale Price <b>£117.50</b>	Zegna £32-45
Wide selection of on creases Zegna, Lamin, Chester Barrie, Barwin and other well-known makes From <b>£75</b>	Savoy Tailors Guild assorted plains and business stripe shirts £24 50-32 <b>£10</b>
<b>RAINCOATS</b> Zip-on lining classic trench style, blue and beige £115 Sale Price <b>£65</b>	<b>TIES</b> Pure silk £10 50-18 50 From <b>£5</b>
<b>JACKETS</b> 100% cashmere blazers most sizes navy and camel £189 Sale Price <b>£99</b>	<b>KNITWEAR</b> Wide selection from Pringle, Lapin, Zegna, Lamin From <b>£20</b>
Beale & Inman cotton cord jackets £95 Sale Price <b>£60</b>	<b>LADIES SHOP</b> (not Cheapside) Winter Collections - Monsi Serge Nance (Paris) Pat Shrub Vivella Limited Edition Trinity (Paris)
Lamin (Paris) 100% wool jackets £175 225 Sale Price <b>£110</b>	All half price
Plus a wide selection of wool jackets half price and less From <b>£40</b>	
Also wide selection of summer jackets £65 Sale Price <b>£35</b>	

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THE TIMES

## FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

## Record retail spending may have to be checked

The Chancellor, Mr Nigel Lawson, is fond of complaining that newspapers prefer forecasting a gloomy economic future to reporting good news about the present. Yesterday's figures will reinforce his view that things have been going rather well, a new record for the equity market (and a breather for sterling) plus confirmation that Britain's shopkeepers had their busiest Christmas on record.

Retail sales topped £10 billion last month (bombs, actual and threatened, diverted money into provincial and local shops rather than persuading shoppers to stay at home). Even after allowing for inflation and the season, sales appear to have been a remarkable 6½ per cent higher than recorded the previous year. In America, which so far has led the world economic recovery, sales by contrast actually slowed last month.

Yet the comparison is not entirely comforting. American production has grown fast and is still growing. Britain's industrialists are still struggling to recover lost markets. While we have been buying nearly 20 per cent more than we did in 1979 when Mrs Thatcher's Government took office, we, as a nation, are producing very little more than we did five years ago.

There are some grounds for believing that production and employment — will now begin to show real gains. That said, the source of the spending flood that has sustained the recovery so far should cause some concern.

The Treasury's version of events is that the Government's success in curbing inflation has reduced the share of income we feel obliged to save, and so released spending power in an entirely healthy way. Rising share prices have given another satisfactory boost to personal wealth. True, the increase in spending power was concentrated in the hands of a declining number of people in work; but the Treasury believes that here, too, things are getting better. On this view of income trends, the consumer boom will now gently subside and has the chance to take over the torch of economic recovery from sated consumers.

There is another much less rosy interpretation of our consumer-led recovery. Consumers have been most strongly influenced by the ease with which they could borrow from the banks and building

RETAIL SALES		
	Sales by volume (not adjusted) (1979=100)	Sales by value (not adjusted) % change on year earlier
1982 Q4	110.7	+10
1983 Q1	111.1	+8
Q2	113.6	+9
Q3	114.9	+10
Q4(p)	117.4	+10
1982 Dec	112.2	+12
1983 Jan	117.3	+11
Oct	115.2	+10
Nov	117.0	+10
Dec(p)	118.4	+11

(p) provisional  
Source: Department of Trade and Industry

societies (aided by mortgage tax relief which cut effective interest rates). They will go on doing so at a rate that will again threaten the Government's monetary policy.

While the Government has been publicly wrestling with its own spending and borrowing, the budget has been in the limelight and monetary targets discreetly in shadow. Hardly a week goes by without publication of yet more figures suggesting government spending is higher than planned (another explanation which the Treasury does not like to acknowledge, as to why the recovery has been stronger than forecast.) The latest such figures have come in evidence from Mr Terry Ward, adviser to the Treasury Select Committee of the House of Commons. They suggest more slippage in this year's budgeted figures and that battle is by no means ended. A new battle, over monetary policy, may be just beginning.

The latest figures for bank lending are disturbing. If industry is now to crank itself up to recovery speed, it needs to borrow; if consumers go on borrowing heavily, there will be no room for industry within the Government's already stretched monetary targets. Early soundings from the January sales suggest that the spending spree is proceeding apace. The Government does not want to raise interest rates, particularly if sterling continues to rise against the dollar as that would remove any international reason for doing so. But The Chancellor may soon be faced with a real domestic dilemma.

## Gower overtaken by events

Professor Laurence "Jim" Gower has opted for self-regulation as the best way of controlling abuses and fraud in the investment industry in the final version of his report on investor protection, which is due to be published tomorrow. The report, commissioned by the Government, will recommend a legal framework for a network of new self-regulatory bodies which would then be monitored by the Department of Trade and Industry.

It comes out against an all-embracing government control body on the lines of the American Securities and Exchange Commission, unless self-regulation does not get off the ground. Anyone dealing in or offering investments would logically be obliged to belong to, and be licensed by, the appropriate self-regulatory authority or, in default of that, be licensed directly by the Department of Trade and Industry.

The self-regulating bodies would be coordinated through the City's existing Council for the Securities Industry, which

is orchestrated by the Bank of England. The CSI is therefore, more anxious than ever to attract a big figure, (Lord Richardson, the recently retired Governor of the Bank of England) to succeed Sir Patrick Neill as its chairman.

Professor Gower's report, in part has been overtaken by recent rapid changes in the Stock Exchange, which are leading to developments not covered by existing City practice. Not only that, the City may well require even greater supervision if, for instance, the distinction between jobbing principals and broking agents, which helps to avoid conflicts of interest, is abolished.

However, the main part of the report will be judged more on its likely success in curbing a wave of fraud and financial failure among fringe elements of the investment industry. Unit trust selling, which has been heavily circumscribed by law, has proved remarkably free of scandal over the years, but controls have encouraged the spread of other investment vehicles which are not closely controlled by the Prevention of Fraud legislation.

## Pound strengthens as share prices continue record run

By Peter Wilson-Smith, Banking Correspondent

Shares rose to record levels on the Stock Exchange and the pound firmed against leading currencies on the foreign exchange markets yesterday.

The stock market was in a confident mood about the prospects for the economy, shrugging off lingering concern about domestic interest rates.

The FT Index of 30 leading shares closed at a record high of 813.7, up 5.6 points on the day.

However, the gilt market was in a more cautious mood and government securities closed virtually unchanged.

The pound came in for some attention on the foreign exchange, as the dollar met further profit-taking after its sharp fall before the weekend.

Sterling benefited from the weaker dollar, but was firm against other currencies. It closed up 1.25 cents at \$1.4205. Against the Deutsche mark it

ended the day up 1.25 pfennings at DM3.975.

The pound's trade-weighted value, which is calculated before the market's close, was up 0.1 at 82.2.

Sterling was helped by the record rise in December retail sales because of the implications which high consumer borrowing could have for money supply and interest rates.

Dealers said the possibility of higher British interest rates and its strong balance of payments had led to talk of sterling's attractions, after the reaction against the dollar, although there were no concrete signs of large flows into sterling.

The dollar recovered from its morning lowpoint after falling to about DM 2.7925 against the Deutsche mark, but after climbing back up to DM

2.8090, it met further selling after the New York markets opened.

It ended the day down 1.65 pfennings at DM 2.7955 still overshadowed by last Friday's economic news which suggested that the American economy was beginning to slow.

There was growing optimism in the market that a slowdown in economic activity would mean that US interest rates were now unlikely to go higher and the recent US money supply figures, showing that all three measures of money supply ended last year within their target ranges, lent support to this view.

However, dealers in the foreign exchanges were not prepared to suggest that the dollar's run of strength had now come to an end.

One dealer said: "Everybody believes the dollar is overvalued and thinks it will weaken sometime this year." It would be premature to say the turning point had come, he said.

However, the dollar's recent setbacks have induced greater caution in the markets over pushing the dollar ahead and dealers agreed that the markets would want firm economic evidence to support a further rally in the dollar.

The dollar received a temporary boost yesterday from the announcement of US business inventories, which were slightly higher, but the main US economic indicators on which markets will be focusing this week are housing starts and preliminary fourth quarter gross national product which is due out at the end of the week.

## Eurodollar rates steady

Eurodollar deposit futures held around slightly easier mid-session levels in London yesterday as cash rates hovered in early trading ranges and the equivalent IMM contract opened largely in line with London International Financial Exchange (Liffe) values, dealers said.

Early indications that Fed funds will open around Friday's 9½ per cent reinforced the lacklustre trading pattern as the London March contract held at 90.20, its mid-session price.

Three-month sterling deposit futures were equally uninspired on sluggish cash rates with March delivery holding at its mid-session 90.51.

Long gilt futures held around mid-session levels, with March seeing business at 109½ as long dated cash issues erased the day's gains to trade at Friday's closing prices, dealers said.

Further declines were tempered by sterling's relative stability against the dollar. Meanwhile, on the Stock Exchange, gilt-edged prices wiped out early falls of up to 50p reflecting continuing uncertainty over domestic interest rates.

Dealers were dismayed by last week's money supply figures, which some say might see the next move in bank base rates upwards. The FT gilt index closed unchanged at 83.33.

## STOCK EXCHANGES

FT Index 813.7 up 5.6  
FT Gilt: 83.33 unchanged  
FT All Shares: 492.9 up 2.09  
Sargants: 31.027  
Datastream USM Leaders Index: 101.6 down 1.17  
New York: Dow Jones Industrial Average: 1266.75 down 3.35  
Tokyo: Nikkei Dow Jones Index Closed  
Hong Kong: Hang Seng Index 915.17 down 0.30  
Amsterdam: 170.8 down 1.1  
Sydney: AO Index 769.9 down 5.2  
Frankfurt: Commerzbank Index 1040.3 down 3.5  
Buenos Aires: General Index 142.04 up 1.2  
Paris: CAC Index 167.6 up 0.3  
Zurich: SKA General 318.30 down 0.8

## CURRENCIES

## LONDON CLOSE

Sterling \$1.4205 up 1.25 cents  
Index 82.2 up 0.1  
DM 3.975 up 1.25 pfennings  
FF 12.1425 up 2.75 centimes  
Yen 331.50 up 2.50 yen  
Dollar Index 131.2 up 0.4  
DM 2.7955

## NEW YORK LATEST

Sterling \$1.4215  
Dollar DM 2.7950  
INTERCONTINENTAL  
ECU 80.570348  
SDR 80.737028

## INTEREST RATES

Domestic rates:  
Bank base rates 9  
Finance houses base rate 9/2  
3 month interbank 9/2-9/8  
Euro-currency rates:  
3 month DM 6/16-6/16  
3 month FF 13/16-13/8  
US rates:  
Bank prime rate 11.00  
Fed funds 7/16  
Treasury long bond 102 30-02  
ECGD Fixed Rate Sterling Export Finance Scheme IV Average reference rate for interest period December 7 1983 to January 3, 1984 inclusive: 9.492 per cent.

## GOLD

London fixed (per ounce):  
am \$370.25 pm \$389.10  
close \$366.75-\$367.50 (\$258 \$258.50)  
New York (close): \$369.10  
Kruggerand (per coin): \$379-\$380.50 (\$266.75-\$267.75)  
Sovereigns (new): \$87-88 (\$81.25-82)  
\*Excludes VAT

## Ladbroke in £12m bid for US group

By Philip Robinson

Ladbroke, the betting to property group, is bidding \$17.5m (£12.4m) for Turf Paradise, an American company which is quoted on the over-the-counter market and which runs horse race meetings on a 220-acre site in Phoenix, Arizona.

Before launching the \$7 a share takeover, a Ladbroke subsidiary owned more than 5 per cent of Turf Paradise shares. The last quoted price of Turf on Friday was \$35.

If successful, the takeover will mark Ladbroke's first chance in the US to conduct off-track betting, which has just been made legal in Arizona.

The takeover news sent the price of Ladbroke shares in London to a new record of the last 12 months, rising 8p to 223p.

Betting in Britain is now being analysed as largely a growth. The only way to boost earnings from it would be by increasing market share. In the US five states allow betting to take place off the race track. Each operates its legislation differently: in Arizona, track owners are automatically allowed to conduct off-track betting, but in other states, such operators may well not be track owners. California and Illinois plan to legislate this year to allow off-track betting, but details are vague.

Once Ladbroke has attracted more than 50 per cent of Turf Paradise shares it intends to spend a further \$5.6m on obtaining a lease from a smaller company, Arizona Downs, which has the right to run race days at Turf Paradise at certain times of the year. By buying the lease, Ladbroke becomes the sole owner and sole operator at the racecourse.

Total income before taxes of both companies for the 12 months ending June last year was \$13m on a betting turnover of \$71m and total revenues of \$17.4m.

Ladbroke intends to build at least one large tele-theatre at Tucson. It would be a covered theatre with bars, and the racing would be projected via satellite on to a large screen. The theatres would cost about \$2m each to establish. It is unlikely that any would be completed until at least a year after the company gains control.

The main profits boost from off-track betting which is expected from Ladbroke's entry into this market is unlikely to come through much before the second half of 1985.

Betting remains the largest profit contributor for the company which has been fighting hard to build a hotel and property empire — it has become one of Britain's largest hotel groups — to replace revenue lost when it ceased to operate casinos a few years ago.

Mr Cyril Stein, chairman, said yesterday: "The profit potential from off-track betting is enormous. I think the figure for New York, which is run by the state, runs into billions of dollars."

## Hanson's new brick bid 'unacceptable'

By Jeremy Warner

London Brick formally rejected Hanson Trust's revised takeover bid of £212m yesterday as "completely unacceptable and in no way reflecting the company's exciting future".

Hanson Trust raised its cash or loan stock offer for the company by a quarter last Friday night.

Its detailed offer document is expected to be sent to shareholders today.

Mr Jeremy Rowe, London Brick's chairman, said yesterday that the company's prospects had never been better. A final dividend of 2.86p would be recommended for 1983, raising the total payout for the year by a half.

A second detailed defence document will be sent to shareholders by next Monday and this is expected to contain a forecast of pretax profits for this year of at least £30m.

The company has said that figures for last year, which are yet to be published, will reveal profits of £26m.

Mr Norman Tebbit, the Trade and Industry Secretary, received the Office of Fair Trading's advice on whether the

## Gleneagles to seek early listing on stock market

By Our Financial Staff

Gleneagles Hotels has instructed its merchant bank, Samuel Montagu, to hurry along plans to bring the company to the stock market in an effort to persuade its 17 institutional shareholders to reject a £21m takeover bid from Arthur Bell & Sons, the Scotch whisky group.

Mr Peter Tyrrie, the managing director, believes that a stock market quote would enable shareholders to realize a price substantially above the 22½p share that Bell is offering them. "It has always been our plan to go public," he said. "But this bid has taken the issue off the backburner and you can be sure that it is now being given the highest priority."

The company's formal defence document, due to be sent to shareholders not later than next Monday, is likely to contain a commitment to take the company public. Gleneagles, which owns the five star hotel of that name in Perthshire and the North British and Caledonian in Edinburgh, has already said that figures for last year will show profits of more than £1m.

The Arthur Bell bid was triggered when British Rail sold its remaining 30 per cent shareholding in the company to Bell just before Christmas.

## Shares slip in active trading

WALL STREET

New York (AP-Dow Jones). — Stocks slipped back after briefly overcoming initial losses in early trading yesterday. The Dow Jones Industrial Average fell about 4 points, wiping out a gain of more than a point shown at 11 am.

Declining issues were nearly 4-to-3 ahead of advances while trading continued to be active.

Mr Eldon Grimm, senior vice president of Birn Wilson Co. said: "The market is just drifting. There is a lot of caution here and the institutions are hanging back."

"There is still argument over the economic slowdown and

graph was up ½ to 66½. Raim Corp was up 2 at 45½. NCR down 1½ at 126. American Cyanamid up 1 to 51½. Honeywell down ¼ at 130½. Hewlett Packard up 1½ to 43½. and International Business Machines up ½ at 119½.

Commodore International was 43½, down 5½. Its founder and president, Mr Jack Tramiel, resigned unexpectedly on Friday.

Ray Research was 56, down 1½. Prime Computer 19½, up 1½. Helene Curtis 50½, up 2½. Teledyne 171½, up 1½. Clark Equipment 38, up 1½; and Dean Foods 29½, down 2½.

## NEWS IN BRIEF

## 'Names' to get missing £29m back

Minet Holdings, one of the insurance broking firms at the centre of investigations in the wake of the scandals at Lloyd's of London, has unlocked \$40m (£29m) of funds which went missing from its PCW and WMD underwriting syndicates.

The funds, which are locked up in a number of Gibraltar companies, will be transferred to Britain and eventually to the 1800 "names" who backed the syndicates, after an agreement with the Supreme Court of Gibraltar.

Minet said yesterday that it is urgently attempting to arrive at an agreed basis for the distribution of the assets.

The company has set aside £1.2m to cover the costs of tracking down the funds which went missing at its syndicates after the Lloyd's scandals.

Smith Brothers, one of London's two quoted stock jobbers, received both Government and shareholders' clearance yesterday for the £6.5m link with London's best known bullion house, N. M. Rothschild.

Mrs Moya Lear, widow of the Lear Fan inventor, Mr William Lear, is a non-executive member of the Lear Fan board, not the chief executive of the company as stated in yesterday's issue of *The Times*. Although the company made 91 last week workers redundant and is awaiting certification and the United States authorities which are holding up production of the carbon fibre plane, the company has not run out of money.

## Hawley buys St Louis lawn-spray business

By Jonathan Clark

Mr Michael Ashcroft's acquisitive Hawley Group has made another foray into the US by buying a St Louis-based lawn spraying company for \$15m (£10.7m).

Mr David Hammond, a Hawley director, agreed that lawn treatment was an unusual industry by English standards but said that the company, Ever-Green Lawns, fitted Hawley's investment criteria.

He said: "We have concentrated on services, especially those which provide recurring

income and where the industry is fragmented."

Yesterday, Hawley also announced the acquisition of a small hospital maintenance and management business, Harry A. Stroh Associates, for \$1.5m.

In its field, Ever-Green is the third largest company in the US, in a business worth \$1.10m, and it operates in four large urban areas around St Louis, Missouri.

Last year Ever-Green made profits of \$2.3m

## Exports key factor for developing nations

## Hopeful forecast on debt crisis

By Our Banking Correspondent

Restoring credit worthiness of the heavily indebted developing countries will take a long time and depends crucially on a favourable world environment, according to a new study by the Amex Bank Review.

But there is a fair chance that the debt burdens can be substantially eased over the next few years and the improvement achieved by each country will depend largely on the rate of growth of exports and the trade surplus or deficit recorded.

In contrast to some previous studies of the debt crisis, the Amex paper suggests that continued net transfers of resources (a net capital inflow greater than interest payments) to developing countries from the rest of the world are not a precondition of resumed economic growth.

The author, Mr John Calverley, says: "Growth is perfectly possible without such a transfer, though for developing countries to reach their maximum potential growth rate a transfer is desirable. It is also unrealistic though to expect a reduction in the level of debt outstanding (which would mean a net capital outflow greater than interest payments)."

The study argues that, despite the sharp build-up of debt during the 1970s and early 1980s, the net in-flow to developing countries, after taking account of their interest payments, was comparatively modest.

Furthermore, much of the borrowing was undertaken to compensate for worsening in the terms of trade, especially oil payments, and had relatively little impact on the levels of

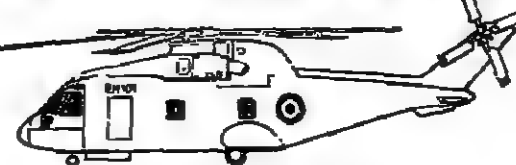
investment or growth rates of the economies.

Mr Calverley says that one of the key ways for countries to reduce their debt burdens is to increase their exports faster than the rate of interest on their loans.

The paper concludes that the economic adjustments undertaken, particularly the achievement of substantial trade surpluses by developing countries, will allow their debts to grow more slowly than in the past. And, as the world economy grows, developing country exports will grow allowing them to import more and resume economic growth.

However, it gives a warning that even though there are grounds for expecting a favourable world environment in 1984, there are fears of an early return to recession in the US

## Westland plc



Points from the Statement by the Chairman, Lord Aldington

- \* Pre-tax profit 9% higher reflecting increased sales and better margins — and after allowing for an increase of nearly £6m in research, development and launching costs.
- \* Welcome addition to orders at the year-end for Lynx and Sea King. Nomalair-Garrett had a good year for orders.
- \* New orders gained in 1983 will help factory activity to be maintained and lead to sales after 1984. Some further improvement in margins is expected.
- \* The company is in the middle of a large investment programme — CAD/CAM equipment and programmable machine tools — which will enhance the quality of our engineering as well as the speed and efficiency of our production.

SUMMARY OF RESULTS		Year to September	
		1983	1982
Turnover		£326m	£284m
Trading profit		£47m	£39m
Research, development and launching costs — net of launch aid		£19m	£13m
Profit after interest, before tax		£26m	£24m
Profit attributable to shareholders		£16m	£13m
Earnings per 25p share		32.4p	26.5p
Dividends per share		8.25p	7.5p
Shareholders' funds		£137m	£124m

Copies of the Annual Report and Westland Review can be obtained from the Company Secretary at Yeovil.



## INVESTORS' NOTEBOOK • edited by Michael Prest

## SGB profits fall 36% but trend is brighter

After a difficult first half, the full year figures from SGB Group, which show pretax profits down for the year to September 28 by 36 per cent to £1.24m, are a step in the right direction. But they also underline how tough the going will be in both domestic and overseas markets during the present financial year.

Most of the reversal in the construction and scaffolding group's fortunes occurred abroad. Trading profits from the Middle East, a key market, fell to a third of those earned in 1982/3.

The chief culprit was Saudi Arabia, where SGB has six depots, but where demand fell by 60 per cent. Exports to the region were as badly affected as local operations.

SGB's businesses in Australia, Canada and Denmark went into losses but the group still managed to make money in the Middle East.

The sharp deterioration of the Australian market was made more serious by management reporting delays, which meant that counter measures were implemented later than they should have been. Recovery in these markets has been slow.

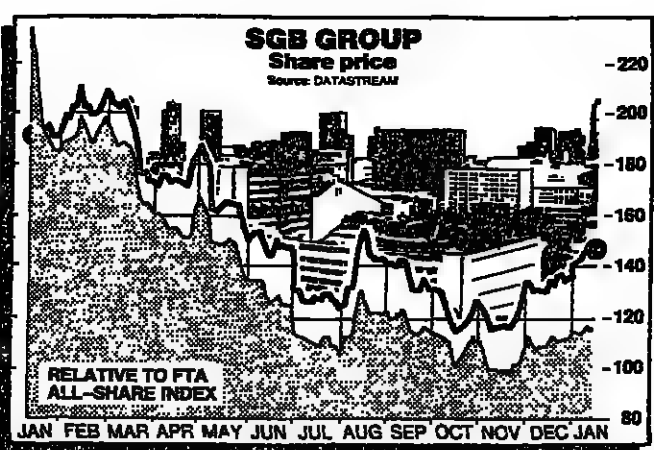
Nevertheless, the core of the group's business is in Britain, where profits more or less matched those of the previous year. Their composition, however, changed. While plant hire and sale rose, contract work fell.

Margins have shrunk within the crucial scaffolding business, which has suffered from intense competition, especially for contract work.

Other sectors, however, began to benefit from the economic recovery. HSS, the hire chain, increased trading profit from £2m to £2.5m, and Youngman, which supplies ladders, and Peter Cox, which specializes in renovations, both reported higher profits.

SGB may also breathe a sigh of relief now that its ill-starred venture into timesharing has almost been concluded. Write-offs during the year totalled £500,000, but it is hoped that the chapter is closed.

The measure of last year's difficulties was that turnover rose by 4 per cent to £160m, while profits tumbled. Earnings per share were down by a third to 9.7 fully taxed, where the net dividend for the year is unchanged at 5.6p. The shares are still below asset value at 150p, up 4p on the day, and the 5.3 per cent yield seems to take account of a revival of profits this year to about £10m.



## AGB Research

AGB Research, the largest market research company in Europe and Australasia and the eighth largest in the crucial US market, posted a sharp increase in half-year profits from £2.4m to £3m.

This year should show even more growth in the second half with its seasonally better turnover, an increasing contribution from the US interests, and in improving outlook for the magazine publishing side.

The profits are underpinned by the large number of syndicated market research contracts - for example, for television viewing figures - which often run for three or five years.

In the US National Family Opinion, AGB's biggest acquisition, bought in 1982, is performing strongly after rationalization and the introduction of AGB's techniques.

The success of NFO encouraged AGB to buy Information & Analysis Inc last December, which will take it into US radio and television research, a market worth \$170m (£121m) a year. A pilot operation has been set up.

Growth is likely to be organic in all the areas around the world where the group operates although small acquisitions have not been ruled out. This means AGB is less likely to ask its shareholders for cash - a relief after four rights issues in five years.

The acquisitions - particularly the final instalment on NFO - have left little from the £1.4m raised last time. Interest made only an insignificant contribution to profits. However, the company is likely to end the year without any borrowings.

Full year profits of at least £9m are expected. Even at that level the company is highly rated with a prospective fully-taxed price-earnings ratio of close to 25.

Meanwhile, the interim dividend has been increased from 2.8p to 3.2p on a higher capital base. The rating is justified by the strong profits record and the quality of earnings. A bidder prepared to offer the right price might not be disappointed.

Mr John Williams, who founded Taylors in 1973, joins the Bairstow board.

## Cray Electronics

A decision to concentrate on high technology businesses and move away from a dependence on traditional manufacturing is paying handsome dividends for Cray Electronics.

For a start the margins in the new areas are much higher than those achieved before. The markets for communications and subsea technology equipment also provide the backdrop for Cray's remarkable year-on-year growth of 25 per cent for each of the past five years, often from a declining turnover.

True to form Cray has produced a 25 per cent rise in pretax profits to £370,000 in the six months to October 30 compared with the same period last year. This time, however, the improvement came from a turnover which rose by 27 per cent to £10.7m.

The continuing attempt to reduce involvement in the traditional engineering businesses led to extraordinary charges of £178,000.

Despite the strength of the results and a board recommendation to increase the net interim dividend from 0.435p to 0.566p the shares fell by 4p yesterday to 156p, which leaves them on a demanding rating of more than 37 times earnings, way ahead of the sector average.

Mr John Williams, who founded Taylors in 1973, joins the Bairstow board.

Mr John Williams, who founded Taylors in 1973, joins the Bairstow board.

## Bairstow to pay £2.5m for takeover of Taylors

By Vivien Goldsmith

Bairstow Eves, the only residential estate agent with a Stock Exchange listing, is buying the Taylors Group of estate agents in a cash and shares deal worth £2.5m.

The Taylors Group has 14 offices in Northamptonshire and Buckinghamshire, including two in Milton Keynes, bringing the number of Bairstow offices to 80.

Bairstow will make an initial payment of £700,000 - £681,780 in cash and the balance by the allotment of 245,482 Bairstow ordinary shares at 72.6p. The shares yesterday were up 2p at 76p.

The balance of the purchase price, £1.72m, will be paid in three equal annual parcels of 789,715 Bairstow Eves shares at 72.6p a share, as long as profits at Taylors are £1.2m for the three years to February 1987.

If profits fall short, the deferred payment will be reduced by an equivalent amount. But if profits exceed £1.2m Taylors will receive a bonus of £1 for every £2 of additional pretax profit up to a maximum of £400,000 to be paid in Bairstow shares.

Mr John Williams, who founded Taylors in 1973, joins the Bairstow board.

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## Marketing and advertising: John Douglas

## Lever Brothers tops grocery trade's new products poll

## NEW PRODUCT DEVELOPMENT

## Top ten companies

	1984	1982	1980	1978	1976
Lever Brothers	1	1	2	4	2
Pedigree Petfoods	2	5	3	1	4
Kellogg	3	8	13	10	6
Procter & Gamble	4	7	4	3	5
Birds Eye	5	5	4	3	5
United Biscuits	6	2	1	2	1
General Foods	7	23	14	18	9
Mars	8	15	5	7	11
Rowntree Macintosh	9	15	5	7	11
Heinz	10	27	10	5	3

Source: New Products In Grocers 1984, Kraushar and Eassie

## MAIN REASONS FOR SUCCESS

	1980	1982	1984
%	%	%	%
Consumer demand/satisfaction	70	66	44
Good/excellent product quality	62	67	78
Continued advertising support	57	46	42
Distinct product advantage	51	63	58
Expanding market	48	52	45
Competitive price	35	34	41
Product from a large company	24	15	38

were fighting to get a toehold in what they saw as a profitable new market. Sales, grew from £5m at retail prices in 1978 to £36m in 1980 and, naturally enough, they featured strongly in the buyers' rankings of the top ten products.

By 1981, research showed that half the population had tried an instant pot snack product and that some people were eating as many as 12 pots a week. But the boom was already over. Sales that year were down and the decline has been steady since. Last year, sales were reduced to £18m.

Many observers are wondering about their staying power of another successful new product, KP's Choc Dips, which the buyers in the KAE survey have just named as one of the two most successful new products of the last year. KP, a division of United Biscuits, was one of the companies involved in the pot snacks business and Choc Dips, like the pot snacks, originated in Japan. It comes in a packet shaped like an ice cream cone, with two compartments: one contains finger-shaped biscuits, the other a creamy chocolate sauce in which to dip the biscuits.

This month KP launches Cheese Dips, with a heavy television advertising campaign, and retailers are waiting to see whether this will boost the concept even further, or whether the "dips" products will go the way of the pot snacks.

Because such product successes can be short-lived, the ranking of the companies in the eyes of the grocery business may be more significant. As the retailers' power in relation to that of the manufacturers continues to increase, with the leading multiples accounting for an ever-rising share of the business, the views of the trade

can be highly important, particularly when a manufacturer is trying to get distribution for his new products.

The KAE survey highlights the changing fortunes of certain big grocery manufacturers. Kellogg, which came third, recorded its best position, moving up from 8th position in 1982 and 13th in 1980.

Procter & Gamble, which had slid steadily from 1st place to 7th since 1970, recovered three places following a burst of new product activity. General Foods moved up from 23rd to 7th place and, outside the top ten, other firms to show considerable jumps were: Borden in 11th place, Eden Vale (14 equal), Elida Gibbs (17), CPC (18) and Carreras Rothman (19).

By contrast, United Biscuits, which topped the list in 1980 (the year of the pot snacks), fell from second to fifth, despite the immediate success of Choc Dips, and Cadbury Typhoo has slid even further, from second in 1970 to 10th in 1976, 13th in 1982 and 21st in 1984.

KAE comments: "The company appears to have become locked into heavy price discounting on current lines and has not yet introduced a significant new product, whereas in the late 1960s it had achieved a high reputation for development with products such as Smash and Marmite."

One company missing from the table is McCain's, which has had phenomenal success in recent years with its oven chips. The reason is that McCain's was not one of the 43 companies named on the questionnaire and Mr Kraushar regrets this. "We didn't include McCain's and I wish we had. I am sure they would have come pretty high."

Evidence for this comes from a separate qualitative survey of

the views of the buying directors from 13 important multiples, such as Sainsbury, Tesco, Fine Fare and the Co-op, which is also featured in the report.

McCain's was one of four companies singled out by these buyers as having particularly good new product development record, the others being Birds Eye, Kellogg and General Foods. The buyer from one medium-sized grocery chain says: "McCain's has brought out a lot of successful lines, including its ready meals and oven chips. It spends a lot of time and resource on research and when it does come out with something completely different it is something that is wanted in the market place."

The problem for manufacturers trying to get distribution for new products is highlighted in the survey. Of the 143 multiples, five chains claimed to be accepting more new products than previously and two were taking the same number, but six maintained they were stocking fewer new lines. Of the latter group, one was a big multiple which was taking fewer new branded products because of the growth of own-label lines. The others - medium and minor-sized chains - blamed lack of space, too many "me-too" products and a dearth of innovation.

Nevertheless, KAE finds it encouraging that many of the largest multiples are accepting more new products - "as long as the products offered are innovative or distinctive" - and it cites a number of areas the trade believes are ripe for development.

Buyers were given a list of 33 product categories, of which they named chilled foods (particularly dairy), delicatessen, frozen foods and ready meals as the most promising sectors for new products. Least promising were cigarettes, canned pasta and detergents, while biscuits, which in 1980 were regarded as the third most promising category, have fallen right back.

Good product quality emerged as the single most important factor in the success of new products, according to the buyers, followed by distinct product advantage. Satisfying consumer demand, which was considered the most important reason for new product success throughout the 1970s and early 1980s has dropped significantly in the latest survey.

KAE concludes: "There is a clear indication that the grocery trade is looking for good product quality more than ever before - a point that should interest every discriminating consumer as well as manufacturer."

New Products In Grocers 1984 is published by Kraushar and Eassie and available from KAE at Arundel Street, London WC2, price £175.

## COMPANY NEWS IN BRIEF

Rand Mines, which is part of the Barlow Rand group, made pretax profits of £74.8m (£42.1m) in the final quarter of 1983. The company's four gold mines earned £83.6m in the third quarter. The average gold price received in the fourth quarter was 2.6 per cent lower at £14,637 a kilogramme, while gold production was 7 per cent less at 16,509 kilograms.

Bastmar Group: Half year to October 31, 1983. Interim dividend 1.5p (1p). Figures in £000. Turnover 6,826 (5,850). Pretax profit 793 (650). Tax 426 (334). Earnings per ordinary share 7.1p (6.13p).

Stroud Riley Drammond: Pretax profit (figures in £000) for half-year to September 30, 1983, is 505 (502). Tax 97 (145). Dividends 0.75p (same), payable March 6. Turnover 7,766 (6,262). Trading profit 503 (520).

Half-year results are extremely satisfactory. Orders have been at a better level but margins continue to be keen.

Southern Business Leasing: Year to September 30, 1983. Dividend 1.25p. Directors intend to pay dividends for the current year totalling 2p per share compared with the prospectus forecast of 1.75p. Figures in £000. Turnover 4,740 (3,564). Pretax profit 1,170 (699). Tax 34 (nil). Extraordinary debts 127 (83). Shares 117 up 11.

Ferguson Industrial Holdings: Figures in £000 for nine months to November 30, 1983. Sales 107,195 (90,679). Trading profit 5,629 (3,602). Interest 415 (696).

Employees profit sharing 688 (386). Pretax profit 4,792 (2,895). Tax 1,438 (616). Shares 144p up 4p.

## Base Lending Rates

ABN Bank	9%
Barclays	9%
BCCI	9%
Citibank Savings	10 1/2%
Consolidated Crds	9%
Continental Trust	9%
C. Hoare & Co	9%
Lloyds Bank	9%
Midland Bank	9%
Nat Westminster	9%
TSB	9%
Williams & Glyn's	9%

† Mortgage base rate.  
\* 7 day deposit on sum of under £10,000. 9%: £10,000 up to £50,000. 9 1/2%: £50,000 and over. 7 1/2%.

## Evode profits soar 44%

By Jeremy Warner

Acquisitions, rationalization and improved demand helped Evode Group, the Evo-Stik adhesives, sealants and roofing company, to achieve a 44 per cent leap in pretax profits in the year to the end of September.

On sales 8 per cent higher at £46.2m, pretax profits rose from £1.8m to 2.5m. Mr Andrew Simon, the chairman, says that levels of trading during the first quarter of the current year have been as planned and he believes that the company will make further progress for the year as a whole.

Evode has spent just under £1m in the past few months on three small acquisitions. The

biggest of these is Highflow, which makes high performance sealants and adhesives. The revenue costs of moving the production of the acquisitions to existing Evode Group manufacturing facilities will mean they are unlikely to make any significant contribution to profits this year. But the group expects substantial benefits from the integration thereafter.

The group continues to look for further acquisitions in areas related to its product range although there is nothing imminent. A final dividend of 1.725p is being proposed, raising the total for the year from 2.033p to 2.4396p.

## India loan 'unnecessary'

New Delhi - (Reuters) - India does not need the final instalment of a 5 billion special drawing rights loan from the International Monetary Fund as a result of careful management of the country's foreign exchange, according to Mrs Indira Gandhi.

She said on radio and television that India would not draw the remaining 1.1 billion SDRs of the loan, approved in November 1981 and which is due to be paid out over three

years. A special drawing right is at present equivalent to about \$1.

India's foreign exchange reserves stood at Rs47.55 billion (£3.1 billion) in December.

The country secured the loan to help overcome a large balance of payments deficit.

However, domestic oil production rose from 20.8 million tonnes last year to an estimated 26 million tonnes for the year to March.

## Stamp duty

In the article on house purchase stamp duty on page 29 of Saturday's issue we mistakenly said that transactions under £30,000 are exempt from all stamp duty. The ceiling is £25,000. We should have made it clear that the exemption applies to leases with under 35 years to run that are exempt from stamp duty - not the leases themselves.

## COMMODITIES

LONDON COMMODITY PRICES		STANDARD CATHODES		D-MARK	
(Rubber in £s per tonne)		(in £s per tonne)		(in £s per tonne)	
Coffee, arabica	104-110	Three months	940-00 41	Jan-Mar	74
Coffee, robusta	104-110	Three months	964-01 40	Mar-May	74
Gas-oil in US\$ per metric ton.	20-21	Tin	500	Comment: Improved	3601
RUBBER		Tin	5690-20	Comment: France	3633
Latex	880-900	Tin	8741-43	Mar-May	3564
Latex, 1st	880-900	Tin	1078	Mar-May	25
Latex, 2nd	880-900	Tin		Mar-May	4547
Latex, 3rd	880-900	Tin		Mar-May	4600
Latex, 4th	880-900	Tin		Mar-May	
Latex, 5th	880-900	Tin		Mar-May	
Latex, 6th	880-900	Tin		Mar-May	
Latex, 7th	880-900	Tin		Mar-May	
Latex, 8th	880-900	Tin		Mar-May	
Latex, 9th	880-900	Tin		Mar-May	
Latex, 10th	880-900	Tin		Mar-May	
Latex, 11th	880-900	Tin		Mar-May	
Latex, 12th	880-900	Tin		Mar-May	
Latex, 13th	880-900	Tin		Mar-May	
Latex, 14th	880-900	Tin		Mar-May	
Latex, 15th	880-900	Tin		Mar-May	
Latex, 16th	880-900	Tin		Mar-May	
Latex, 17th	880-900	Tin		Mar-May	
Latex, 18th	880-900	Tin		Mar-May	
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Latex, 21st	880-900	Tin		Mar-May	
Latex, 22nd	880-900	Tin		Mar-May	
Latex, 23rd	880-900	Tin		Mar-May	
Latex, 24th	880-900	Tin		Mar-May	
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Latex, 31st	880-900	Tin		Mar-May	
Latex, 32nd	880-900	Tin		Mar-May	
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Latex, 37th	880-900	Tin		Mar-May	
Latex, 38th	880-900	Tin		Mar-May	
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Latex, 40th	880-900	Tin		Mar-May	
Latex, 41st	880-900	Tin		Mar-May	
Latex, 42nd	880-900	Tin		Mar-May	
Latex, 43rd	880-900	Tin		Mar-May	
Latex, 44th	880-900	Tin		Mar-May	
Latex, 45th	880-900	Tin		Mar-May	
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Latex, 56th	880-900	Tin		Mar-May	
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Latex, 201st	880-900	Tin		Mar-May	
Latex, 202nd	880-900	Tin		Mar-May	
Latex, 203rd	880-900	Tin		Mar-May	
Latex, 204th	880-900	Tin		Mar-May	
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Latex, 209th	880-900	Tin		Mar-May	
Latex, 210th	880-900	Tin		Mar-May	
Latex, 211st	880-900	Tin		Mar-May	
Latex, 212nd	880-900	Tin		Mar-May	
Latex, 213rd	880-900	Tin		Mar-May	
Latex, 214th	880-900	Tin		Mar-May	
Latex, 215th	880-900	Tin		Mar-May	
Latex, 216th	880-900	Tin		Mar-May	
Latex, 217th	880-900	Tin		Mar-May	
Latex, 218th	880-900	Tin		Mar-May	
Latex, 219th	880-900	Tin		Mar-May	
Latex, 220th	880-900	Tin		Mar-May	
Latex, 221st	880-900	Tin		Mar-May	
Latex, 222nd	880-900	Tin		Mar-May	
Latex, 223rd	880-900	Tin		Mar-May	
Latex, 224th	880-900	Tin		Mar-May	
Latex, 225th	880-900	Tin		Mar-May	
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Latex, 230th	880-900	Tin		Mar-May	
Latex, 231st	880-900	Tin		Mar-May	
Latex, 232nd	880-900	Tin		Mar-May	
Latex, 233rd	880-900	Tin		Mar-May	
Latex, 234th	880-900	Tin		Mar-May	
Latex, 235th	880-900	Tin		Mar-May	
Latex, 236th	880-900	Tin		Mar-May	
Latex, 237th	880-900	Tin		Mar-May	
Latex, 238th	880-900	Tin		Mar-May	
Latex, 239th	880-900	Tin		Mar-May	
Latex, 240th	880-900	Tin		Mar-May	
Latex, 241st	880-900	Tin		Mar-May	
Latex, 242nd	880-900	Tin		Mar-May	



## Chips from the factory desktop micro

By Frank Brown

A survey conducted by the magazine Engineering Computers has found that of the 15,000 computers used for design or manufacturing in British factories, 62 per cent were desktop microcomputers, with Commodore topping the list.

The engineering industry plans to spend £500m on computers for these purposes this year, with desktop machines the favourites.

Thus, in addition to carrying out accounting, training, teaching, stock keeping, office and secretarial work, maintaining records and banks of useful information, producing management reports and doing a thousand and one useful chores - and playing games - these versatile machines are boosting productivity in British industry.

Now they are even being used to design microchips, the devices that spawned them in the first place. Engineers at the AMI development laboratories in Swindon, Wiltshire, have even opened a computer program which runs on a personal computer and greatly speeds up the design of special-purpose chips for microprocessor-based electronic equipment.

The program costs £500 and runs on an ACT Sirius computer. It enables an electronic design engineer to develop a chip for any specific purpose he may require, simply by entering appropriate codes via the computer keyboard.

The codes correspond to circuit patterns, called cells,

which perform different logic functions, and to interconnection functions that interlink the various cells selected, so that they will perform the required task in the most efficient way.

Once the design objective has been achieved, which can be in a matter of hours - compared with the weeks or even months required hitherto - the program automatically tests the design to ensure that the semi-custom chip (as it is called) will work first time when it comes off the production line.

After the test procedure has been successfully completed, usually in a matter of minutes, the resultant chip design is recorded on a floppy disk and sent to AMI, who produce sample quantities within a few days.

The whole process is economic for production requirements as low as 5000 devices a year and, in some cases, as few as 1000 a year. Production devices are made at AMI's plant in Graz, Austria.

Semi-custom chips have a number of advantages for both equipment manufacturers and users alike. They carry out functions that would otherwise require the use of several standard chips, and therefore reduce the number of components within the equipment for which they were designed.

Fewer components make more space for further microelectronic circuitry and thereby result in more powerful equipment. Alternatively, they can lead to smaller equipment which, because it has fewer

components, consumes less electric power and is more reliable. The simpler construction means shorter production time and lower production costs.

More important, however, is the dramatic reduction in overall product design time from the initial idea to the launch of the first quantity production models on the market.

One of the inexorable trends in electronic and computer equipment is that with developments in the various high technologies increasing at a snowballing rate, the marketable life of products is continually getting shorter. A new product launched today will be superseded within two years by an even more cost-effective model incorporating the latest developments in chip technology.

Furthermore, the manufacturers who are on the market generally get the most sales, and therefore the greatest return on their product design investment.

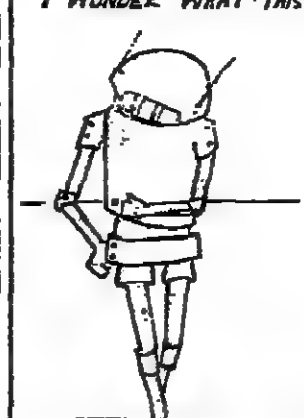
Thus in order to survive in the long term, particularly in international markets, British manufacturers of electronic equipment must keep product design time to a minimum, and therefore must adopt computer-based design methods, custom chip design methods and other cost and time-saving techniques.

Otherwise those valuable initial new product sales will be lost to foreign manufacturers.

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DOES ?



## Fujitsu moves into UK

Fujitsu, the computer company which outsells IBM in Japan, is about to enter the British market, writes Roger Woolnough. At the Which Computer? Show in Birmingham today it will be unveiling a range of 8-bit and 16-bit microcomputers, and is aiming to recruit a national network of about 50 dealers to handle the volume shipments which will start from Japan in eight weeks. "Current shipments from our own production line in Tokyo exceed 40,000 micros per month," says Roger Handley, Fujitsu UK sales manager.

Fujitsu is making its British entry with four "starter" systems. The FM7 8-bit Graphics Computer can be expanded to the FM7 Professional Personal Computer. The 16-bit FM16S High Performance Computer has a standard 128K memory, expandable to 1 megabyte. Top of the line is the FM16S Professional Multi-user Computer, which can be used by 32 people at the same time.

At the Which Computer? Show, Fujitsu has taken a stand next to IBM. The company says it is no accident.

The ubiquitous personal computer is about to create yet another exploding market. This time it is for modems - the electronic devices which allow computers to communicate with each other over the telephone system.

According to Dataquest, the Silicon Valley market research company, personal computer modem sales in the US will grow from 151,000 units in 1982 to almost 4.2 million units in 1987 - a

## COMPUTER BRIEFING

staggering compound annual growth rate of almost 70 per cent. United States shipments of the modems by 1987 will exceed \$350m in value.

Dataquest pinpoints several reasons for the boom: personal computers are being employed increasingly as terminals, the use of portable computers is growing, and the prices of lower-speed modems are falling.



The computer industry has come up with software that talks. It is called Speechware - not a misspelling, but a play on the name of the company which developed it, Peachtree Software International.

Speechware uses special digitising techniques to code the human voice in waves, rather than in the rigid word and phrase spacing of older techniques. A two-part process is used to code and

compress verbal commands, and then synthesise these commands through a microcomputer to produce talking software. Peachtree claims that its voice technology creates a comfortable learning environment by explaining, instructing and interacting with customers who might otherwise feel apprehensive about buying software. Others may think that a computer which answers back adds a new dimension to technology.

Norway's own computer manufacturer, Norsk Data, has introduced a stand-alone device that can link virtually any mainframe, mini or micro.

The ND-100CC communications controller is a powerful 16-bit microcomputer in its own right, but as well as providing local off-line processing, under software control it allows up to 25 micros, VDUs and/or printers simultaneous access to between one and four remote computers.

Any microcomputer with the CP/M or MSDOS operating system can be attached to the controller, and in this way can access any of the host mainframes. The first site to use the new concept is East Midlands Gas, where Norsk Data is providing remote and distributed computer-controlled pricing facilities.

The fast growing micro software market is one of the factors contributing to record figures from US software giant MSA (Geoffrey Ellis writes). In preliminary figures just announced, chief executive John Inlay indicates that there were record revenues of \$145m last year - an increase of 44 per cent over 1982. One of the strongest growth areas on MSA was their Peachtree company, which added to the \$21m revenue from micro software - a gratifying 125 per cent growth.

## UK Events

Northern Home Entertainment Show, Excelsior Hotel, Manchester Airport, January 19-22.

Acorn Education Exhibition, Central Hall, Westminster, January 25-27.

Peripherals Suppliers, Cunard International, January 31-February 2.

Communications & Computer Systems Fair - Cables, Pontin's Prestatyn, Wales, February 2-4.

London Home Computer Show, Royal Horticultural Society's Old Hall, Westminster SW1, February 3-5.

10th ZX Microfair, Alexandra Palace, N22, February 4.

The Apricot & Sirius Show, Kensington & Chelsea Town Hall, February 7-9.

Taunton YMCA Computer Exhibition, Taunton YMCA, Somerset, February 11.

Let '84, Heathrow Penta Hotel, February 13-15.

International Home Computers, Heathrow Penta, February 13-15.

Information Technology & Office Automation Exhibition and Conference, Barbican Centre, London, EC1, February 21-24.

OEM Only Conference, Hilton Hotel, London, W1, March 7.

Overseas Personal Business Computer Show, Hong Kong, February 28-March 3.

Securicom '84, Worldwide Congress on Computer and Communications Security and Protection, the Palais des Festivals, Cannes, February 29 to March 2.

National Software Show (East), Miami Beach, Florida, USA, February 3-5.

Personal Computer Show, Sydney, Australia, March 14-17.

International Business Equipment & Computer Show, Singapore, March 13-17.

## Keeping the customers happy

By Dennis Freeman

There are no precise figures on how many of Britain's 3,000 micro dealers went under last year. The Computer Retailers' Association admits it was "certainly in the dozens."

"It's no secret that we have made quite a few enemies among customers," says Stephen Brewer, marketing director for the Hemel Hempstead dealership Data Efficiency and a former Apple (UK) executive.

The consumer discontent is partly because many dealers do not have the technical expertise to give their business clients the advice they need, nor the engineering back-up to service their products. More important, it has arisen from bankruptcies with the industry.

"We're seeing dealers disappear weekly," reports Brewer. "Sometimes they even have a backlog of orders but are unable to trade; they don't have the money to buy the machines or resell."

Concerned distributors have reacted by raising the standards by which they appoint dealers. They now expect their retailers to have a good marketing background, adequate showroom facilities, the financial backing to make a sizeable (£7-15,000) initial purchase of machines and software, and to be willing to send their staff for training on the products.

These standards are far stricter than those of a few years ago, when anyone could become a dealer. At Apple, Stephen Brewer recalls, "all they had to do was give me £2,000. I'd give them two systems, and they were a dealer."

Distributors are also undertaking to provide better service to their dealers. NEC, for example, regularly holds seminars on sales and marketing techniques, in addition to

Continued on page 18

## The next five years, by James Martin

The James Martin roadshow has again left its mark on London. Martin, doyen of computer pundits and commentators, who spent 19 years with IBM, now divides his time between providing consultant advice to larger corporations, acting as chairman of the DMI group of companies (to be renamed James Martin Associates) and running seminars such as the one that recently brought him back to Britain.

He takes a gloomy view of the current state of data processing. "Traditional DP design and management does not obtain results rapidly. It works well in processing payroll, invoices and routine paper work, but it often fails to give users what they really need at their terminals," he says. "It rarely gives executives the management information they need most. It is inflexible, expensive, slow and results in very high maintenance costs."

"The single factor which will most affect the jobs of board level management in the next five years will be new technology. The spread of minicomputers, networks, distributed processing, end user software, office of the future technology and data base systems is inevitable. I see a direct relationship in most organizations between corporate profitability and their efficiency in controlling and utilising these new technologies."

"The rate of the technological change in the next five years will be astounding. It is vital that organizations achieve a fundamentally higher productivity in developing computer applications. This will not be achieved by using variations on old methods of system development. The method-



James Martin: a gloomy view

ologies of the 1970s will often prevent organizations gaining the massive productivity gains that are both possible and urgently needed.

"New development methodologies are now available. These, when combined with a thorough data analysis of the business, enable organizations to automate the production of many of its computer systems. The use of prototyping, the production of software which is mathematically guaranteed to have correct logic, the use of flexible relational databases, and, above all, the introduction of end user computing in an information centre environment, can all lead to phenomenal increases in productivity."

"Furthermore, the use of

these techniques will revolutionise the jobs of DP staff - we really will need to automate the process of automation. I see little future for the task that we now know as computer programming. Increasingly high level languages will be employed directly by end users in producing their own programs."

Most of these views are little less than revolutionary, and Martin has found quite different reactions when outlining them to different audiences.

"When I address the people who have come along to one of my seminars in order to see what alternative methods are available, my views are usually well received and many of the audience leave anxious to implement strategies that will enable them to utilise fourth generation methodologies."

"However, when I set out my views at gatherings comprised exclusively of DP executives, analysts, programmers etc, a deathly hush usually falls over the room. Many of them just don't want to hear; they feel safe in what they know and it is often DP staff themselves, rather than their peers and superiors within their organization, who are frightened of undertaking the changes that are necessary."

However, Martin is convinced that change will come. "There are now numerous case examples of 1,000 per cent increases in DP productivity. The tragedy of the computer industry today is that boards of analysts and programmers are being educated in obsolete methods which will preclude them achieving these sorts of figures."

Russell Jones

## Record changes at Kew

had wrecked it, but to allow the PRO to do bigger and better things with it. The parts of the system with which the public came into contact - the terminals - are still functioning well and the PRO has no immediate plans to replace them. It has however, purchased five additional terminals for staff use, and given over to public use the ones which they replace.

The major change to the system, however, is in the CPU and the software. The original central processing unit was a Nova 2 which in 1977 was just right for the PRO's needs, but the PRO discovered new programs it would like to implement. Larger internal CPU memory was required, so the PRO replaced its Nova with a Data General S140 with half a megabyte of memory.

Previously, files could only be amended when the office was closed to the public, the same applied to any programming. "We can now update files, do Fortran programming, sort and print files in normal office hours," explained Mary Wilkin, son, senior systems analyst in the PRO's research and planning department.

On entering the building readers are given a personal Teletrecer blep and a seat number. The latter is keyed into any one of the seven public ordering terminals in the first floor reference room. The computer then asks for the

class, group and piece of information required.

Up to three pieces (documents) can be read at a time with up to three on order. But if the statistics for the record month of August set a trend, a typical reader will order up to 33 documents in a day - a monthly total for all readers of 33,000. If the reader requires help or is apprehensive of the terminal, there is permanent staff on hand in the reference room to help and advise. The staff have their own terminal to run a management program that can find out who has a particular document, whether or not a slip has been processed, call up any reader's reading record, or order documents themselves.

Details of the documents on order are transmitted to a printer on the relevant repository floor, which then prints out a document slip and ticket. Armed with the two-part form, the repository assistants find the documents from among the building's 80 miles of shelving and leave the ticket half of the form in place of the removed document. The slip half is sent down with the document to a control desk in the reading room which retains it after first paging the reader on his or her personal blep.

When the document is returned, its slip is processed through an optical mark reader which tells the CPU that the reader has finished with it. Compared with the manual system still in operation at the Public Records office at Chancery Lane, which looks after documents dating between 1800 and the tenth century, the waiting time for readers has been halved to less than 20 minutes.



## You can't keep a good computer down.

The number of tasks being performed by computers goes up all the time.

Computers themselves, unfortunately, all go down from time to time.

When your business depends on a computer for financial reporting, stock control or production planning it's bad enough.

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It's little comfort for someone to be told that the computer will be back on-line at nine in the morning when his plane to Bahrain leaves at nine that night.

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## Paris dials into the future

By Donker de Marillac

The Ile-de-France is the area that contains Paris and its dormitory towns like Boulogne (not "sur Mer") and Evry. For a few thousand of its inhabitants Christmas 1983 meant turning on, not only the lights in the tree, but the small screen and keyboard supplied free by the French PTT and known as a "Minitel". By Christmas 1986 they will have been joined by three million other telephone subscribers in the area.

The Minitel is, to begin with, the business end of an electronic telephone directory. It is already being used as such by 70,000 firms, families and businesses in Brittany, where the whole experiment started about three years ago. But it is also a further step in the imaginative (and costly) path that has led France in 15 years from an also-ran position to compete with the leaders in world telecommunications.

This path included the

institution, in 1978, of a national packet-switched network known as Transpac, with more than 10,000 subscribers to date, mainly computer-equipped businesses and administrative offices.

They are potentially important to Minitel users because the little household screen can also be used as a gateway into any videotex service. Many of the thousands of businesses connected to Transpac are consequently already equipping themselves with the software necessary to put this potential mass market directly in touch with their own corporate computers. Banks, mail order houses and administrations are leading the way but the commercial message is beginning to spread to others.

The message is simple: in the early 1990s it is likely that up to

30 million Minitels will be in action throughout France both as videotex and directory terminals. They will by then have developed into small processors in their own right - capable of handling electronic payments, connecting personal computers and using printers to obtain copies of transactions.

This activity is what the French have christened telematics - the marriage of communication and computing power. For the Parisian businessman or Breton farmer today it means turning on the set, dialling 11 and receiving on the screen a luminous inquiry form. He fills this in, using his keyboard, with the name and town or area or the person he wants to contact, or with the yellow page service he needs.

He gets in response - if the area is one of those already on

one of the big "Annuaire Electronique" databases - a list of names and addresses just as in the paper telephone directory. But he also knows that the information is up-to-date, that his spelling has been checked and maybe corrected by the sophisticated "dialogue software" created for the Annuaire, and that his area of search will be extended until he finds the service he wants.

French subscribers are not being forced to take the electronic box in place of the massive paper directories - on which the youngest member of the family has traditionally been placed to share in the family Christmas table.

So far, 46 per cent of those eligible have opted for the Minitel. The rest are apparently being pushed to do so by the new generation. During the last school holidays enquiries to the Rennes Annuaire soared from 50 to 200 simultaneous calls.

shipping ports. By using infrared aerial photography, aspects of the landscape not visible to the eye can be picked up and this helps companies to pinpoint possible mineral and oil deposits.

First step is to photograph the area. Hundreds of overlapping frames are taken on rolls of film 250 feet long. Back in Coleraine, maps are produced in digital form for storage on magnetic tape or any other digital media requested. Since most countries have their own main-line computer, the maps can be stored until required.

Managing director Bryan Logan, says: "Our ambition is to map the world."

## Oil maps to order

By Mark Stone

It became clear to BKS Surveys of Coleraine, Co. Londonderry, during the oil boom of the early 1970s that certain parts of the world, such as the Middle East and South America, were opening up so quickly that demands for mapping could not be met by conventional methods. So, backed by the computer technology of the day, BKS started to develop new techniques.

It claims that these are now the most advanced in the world and to back that claim the company points to its lucrative survey contracts in many parts of the world. It is equipped with the largest, fully-computerized

mapping system in operation anywhere, enabling it to record survey map information direct from the aerial photographs or ground-supplied data in digital form and store it on disc or magnetic tape.

Other survey companies, of course, use computers at various stages of their operation, but BKS claims to be the only one to take information straight from aerial photographs and feed it into the computer for a map to be drawn. This method

of map production not only allows flexibility for map users but makes map revision simpler.

Foreign work now represents 90 per cent of the company's total business and earlier this year its export achievements gained it the Queen's Award to Industry. It has six overseas operational bases including Virginia, USA, and Brisbane.

Oil companies have enlisted its help in planning lengthy pipe routes from oil well locations to

## People/David Broad of Comart Computers



David Broad, right from the bare boards

## In among the thoroughbreds

By Roger Woolnough

David Broad made an early start in microcomputers. In the mid-1970s, the peripherals company he was with received an order from an American micro company for 1,000 printers - an almost unbelievable number in those days. It was the signal he had been waiting for, and by 1977 Broad

had set up his own company, Comart, to exploit the new opportunities.

"It was a good three years before the computer industry as a whole recognized that microcomputers were here to stay", he said.

Broad began by importing American systems, but gradu-

ally the company developed its own product. Last July it started making the Comart Communicator, and Broad now describes Comart Computers as a thoroughbred British microcomputer manufacturer.

"We manufacture right from bare boards", he says. "We don't send things to Taiwan for assembly."

The importing side has been phased out, but along the way Comart has expanded in other directions. It is in computer retailing, having acquired the Byte Shop chain in 1980. Another acquisition, Xitan Systems, distributes microcomputer software, and there is a field service activity called Microserve.

Still only 37, David Broad has packed a lot into his career. He started with ICL, who sponsored him for an honours degree course in electronics, majoring on computers. At the same time, ICL put him through every department. "I could not have had a better start", he says.

After ICL he worked with a French minicomputer company, Intertronic, moved to Texas Instruments, and then joined Trend Communications. The formation of Comart came next.

As though his present activities are not enough, Broad also started the British Microcomputer Manufacturers group, which brings together 17 United Kingdom manufacturers to promote the interests of home-grown products.

Despite the proliferation of

business micros, the Comart Communicator has already made its mark, and Broad is bullish about its prospects. From a production rate at the St Neots plant of 100 a month last July, capacity has been increased to 250 a month, and during this year will double to 500.

One of the reasons for the Communicator's success is its modular design. Users can start with a stand-alone 8-bit system for a single user, and expand it to give eight users a 16-bit system with 40 megabytes of hard disk storage. Even larger configurations are possible, depending on the processor.

"What you have is a portfolio of different systems in a compatible range," explains Broad.

So far most users are in commerce, but Broad sees good prospects in government. This sector, he says, represents half the UK economy, but has been responsible for only five per cent of the microcomputer industry's sales. Now things are changing, and there are some juicy contracts in the offing.

"We already have systems in the Department of Employment and in health and social security," says Broad. "We would like to work constructively with government to ensure that systems are compatible."

Still looking for the opportunity after next, he adds: "We also see the government business as an essential stepping-stone to the international market."

## Bad news from the shop front

### JOB SCENE

by Richard Sharpe

Computer programmers and systems analysts in the UK began the year with two rather nasty pieces of news. The most dramatic was that Tesco, a computer user with a very high profile among other users, is cutting one in ten jobs in its computer department by making 48 people redundant.

The other piece of bad news is that the managers of programmers and systems staff in the UK have revised their estimation of salary increases this year which they expect to go downwards.

Tesco has not spelt out why it is making so many data processing staff redundant after spending thousands of pounds on recruitment campaigns over the past few years.

Tesco became one of the few celebrated cases where a major user of equipment decided to change its vendor, moving from ICL to IBM in a major coup for the US-owned multinational.

Tesco had planned to move forward with point of sale systems and did not think that ICL's technology could support that move. The retail sector has long been a big spender on computer systems. Keeping stock moving quickly through depots onto shelves and into customers' baskets has needed a lot of computerized systems if margins are to be kept up in the fierce price wars waged between the big grocery chains.

A recent study of computer users' budgets for this year showed that the retailing and distribution sector of users has the third most ambitious plans for spending this year out of nine user sectors.

The survey, conducted by the UK consultancy Urwick, showed that the average retailing and distribution computer site will spend £1.025 million

this year on hardware and software, a retail computer site has 36 development staff and 77 operations staff.

That is the biggest among the user groups, even bigger than the big computer operations run by the financial sector.

Here, perhaps, lies the answer to the Tesco redundancies. Tesco has expanded very quickly, adopting some of the latest techniques in running a computer centre. Such levels of staff cannot always be justified when the real results of computer investment are calculated. Tesco is unlikely to be the last big computer user this year to cut into its staffing level. The very technology which, in the past has helped to take away the jobs of non-data processing staff is now cutting into data processing staff levels.

A sign of this is the lowering of salary increase projections by data processing managers. One fifth of the managers in the Urwick survey believed that general salary increases this year would be below 5 per cent. In October 1983 only one in 25 managers thought increases in the coming 12 months would be as low as this.

In October 30 per cent thought increases would be between 10 per cent and 14 per cent, but the managers now expecting increases to be at this level have now dropped to one in 20.

The silver lining, however, is that 74 per cent of those surveyed thought increases would be between 5 per cent and 9 per cent this year.

## Keeping customers happy

continued from page 17

training on its micros. Hitachi is offering to carry out all its own repair work, relieving its dealers of the need to have their own engineers.

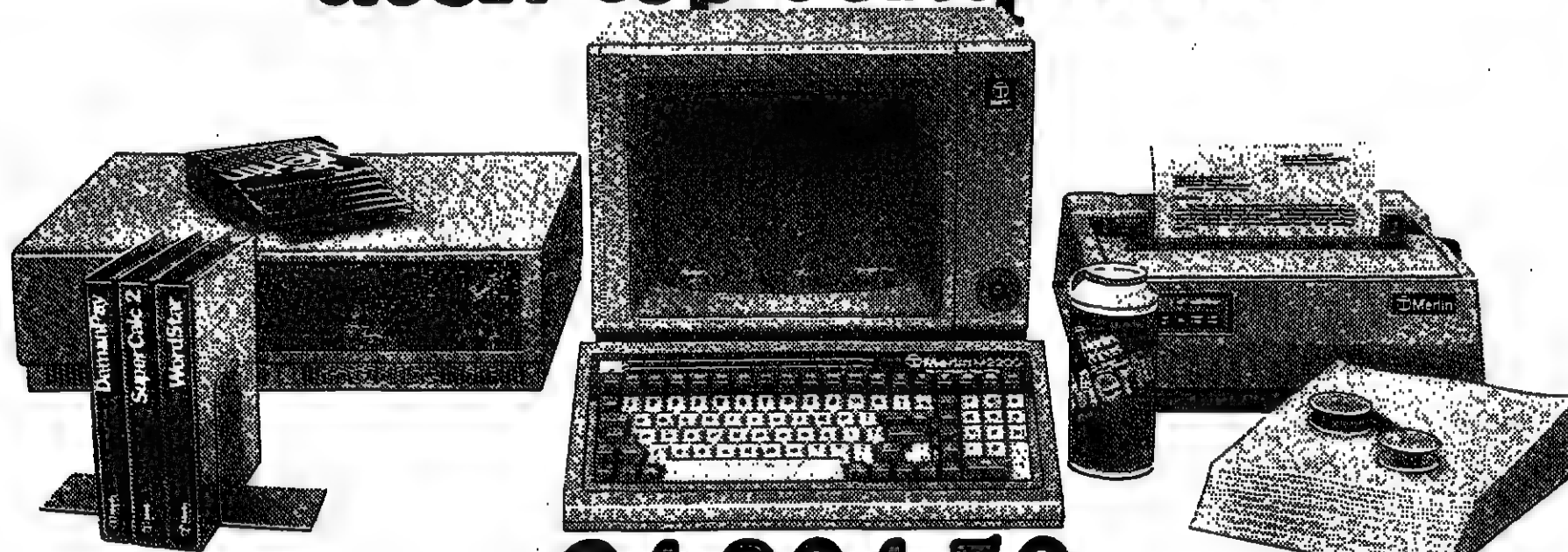
The distributors then plan to improve their dealers. The bug in their program is pointed out by Computer Retailers' Association spokesman John Harding: "There are too many manufacturers trying to get dealers to flog their machines for them." From his side of the fence, it is the dealer who should be wary of the distributor.

Harding notes that many

manufacturers, as well as dealers, ran into financial problems last year. So, while virtually all computer makers and distributors in Britain are trying to increase their network of dealers, they are finding that there are not enough competent dealers to go round.

The well-established retailers are already signed up with the major manufacturers - IBM, Apple, ACT - and are unwilling to increase their product range. Distributors with newer micros are being left with the "second division" of dealers, who may not match their standards.

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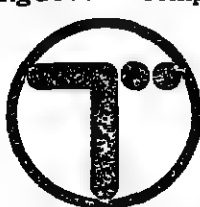
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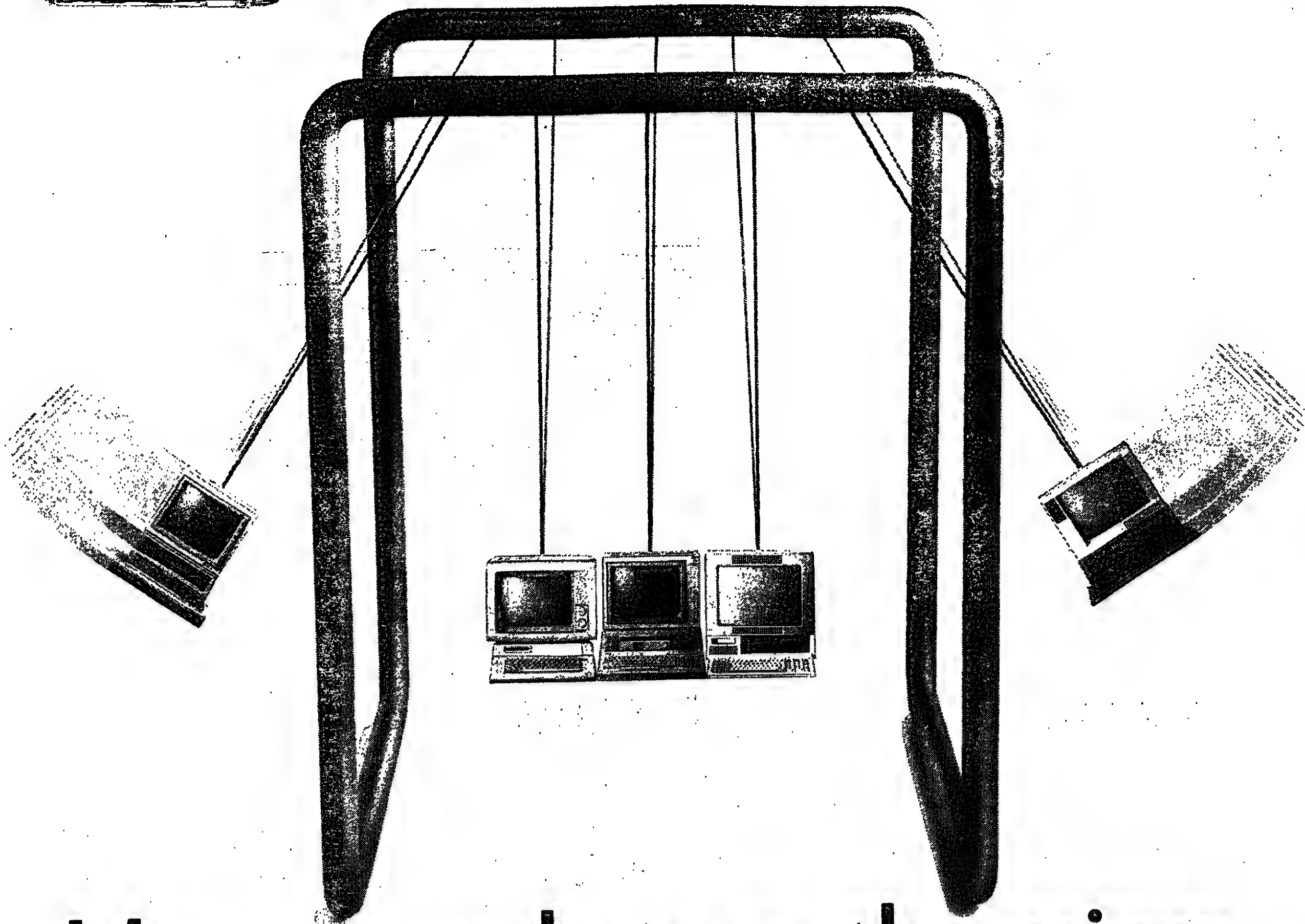
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\*WordStar is a MicroPro International Corp. product.





# How to make sure the micro you buy is a serious business tool and not just an executive toy.

There just isn't room in a progressive company for a computer that's going to be little more use in a few years' time than an executive toy. Although most personal computers can manage everyday problems like simplifying accounts, word processing and spreadsheets, many of them simply won't be able to cope with future office developments.

Which is why the Olivetti M20 has been designed to help you take full advantage of the new office technology that is becoming available.

The M20 has inbuilt communications facilities, for example, so it can actually talk to other office machines like typewriters, turning them into intelligent word processors and printers.

By linking with a telephone and communications equipment the M20 can access Prestel, mainframe computers, receive and send telex messages and even make your telephone calls through Autodial.

And as your company grows, the M20 can grow with you. Unlike some of its rivals the M20 is a true 16 bit micro that can be upgraded, step by step, into a fully integrated network system with a massive central memory for extensive file storage, handling tasks like electronic mail and text and data processing.

And because it offers four different operating systems (MS-DOS, CP/M-86, PCOS and UCSD-P\*) the M20 can give you access to all the software programs you'll ever need. Both those available on the general market as well as our own range of software.

In fact we are probably the only company in the world that can supply software, hardware and technical support from a single in-house source.

So it's not just the components inside the M20 that make it a better computer, but the company behind it. At Olivetti we've been working with small and medium size businesses for 75 years. And we've been pioneers in computer technology for over 20 years.

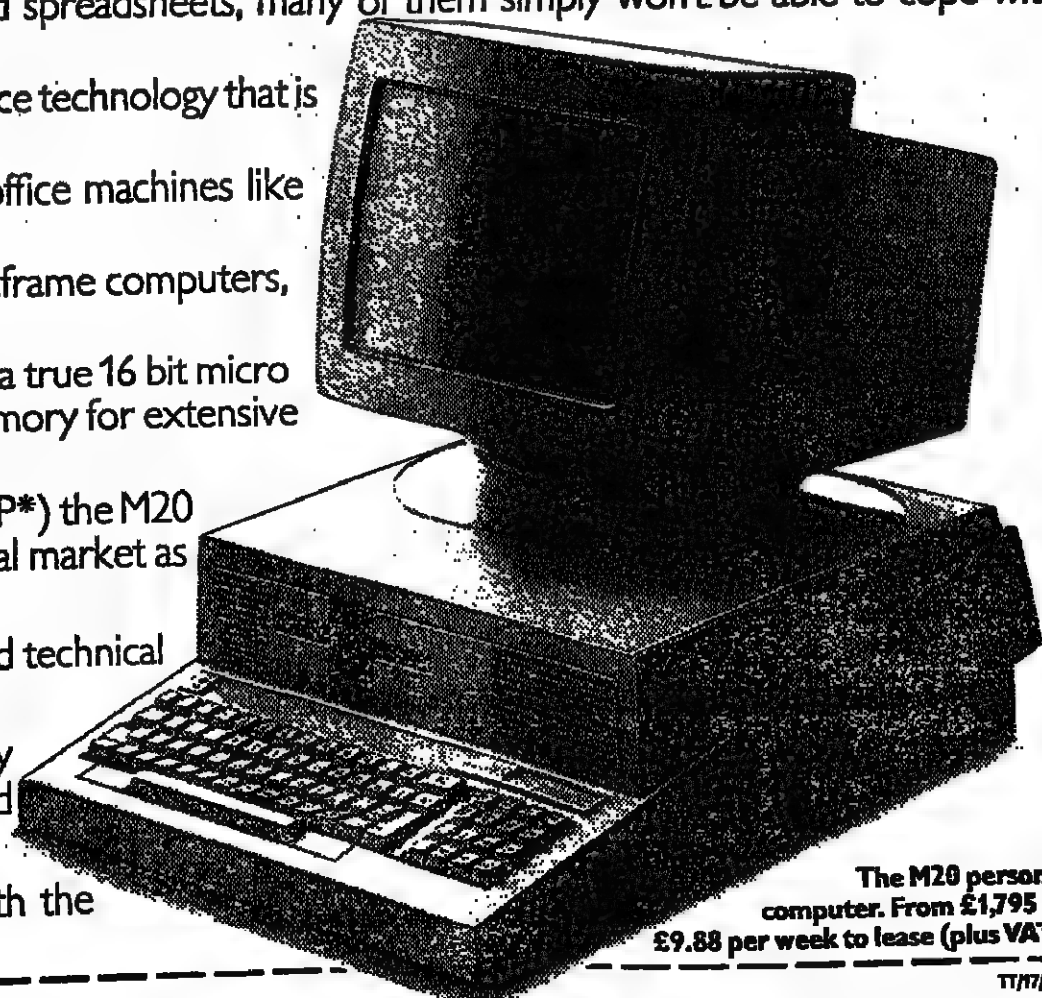
This experience has given us a greater understanding of business problems combined with the advanced technology to solve them.

The end result is the M20, a serious business tool that can help your company grow into full office productivity.

There are, of course, some other companies who promise a similarly attractive future. But unfortunately, many of these companies don't have a future themselves.

Bankruptcies among computer manufacturers are common and it's unlikely that more than a handful will survive the next few years, causing endless problems for the businesses that have invested in their machines.

As the largest European manufacturer of computer and office equipment with resources to match, we'll always be around whenever you need us. For more information, simply complete the coupon.



The M20 personal computer. From £1,795 or £9.88 per week to lease (plus VAT).

To: Valerie Belfer, British Olivetti, Olivetti House, 86-88 Upper Richmond Road, Putney, London SW15 2UR. Tel: 01-785 6666. Please send me brochures on the M20 personal computer.

NAME

POSITION

COMPANY

ADDRESS

TEL NO.

\*MS-DOS is a trademark of Microsoft Inc. CP/M-86 is a trademark of Digital Research. UCSD-P system is a trademark of the Regents of the University of California.

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## Do you have a proven track record in Computer Sales or Service...

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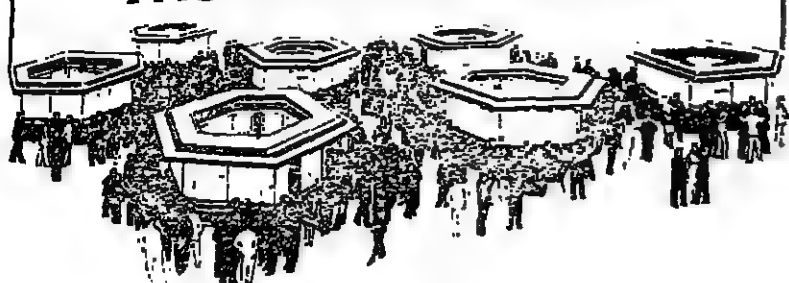
We are now looking for an experienced sales professional to manage one of these services like a business. That means preparing budgets, setting targets, planning and scheduling enhancements and managing the sales effort.

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**The Stock Exchange**



## COMPUTER SALES EXECUTIVES

We can provide the business solution.  
Can you provide the sales expertise?

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We have an absolute commitment to our customer support, embracing all of our present and future systems and it is considered that our achievements have established a pattern of product and service excellence unequalled in the industry today. Against this background of success and in a dynamic and very competitive environment, we now wish to strengthen and grow our operation by appointing Sales Executives to be based in London, Birmingham and West Yorkshire.

You will currently be a successful computer sales professional, operating in a commercial environment, combining a high level of business acumen with the personal credibility and commitment that is necessary for these demanding yet rewarding positions. In return for your skills, we can offer an excellent income package based on very realistic, achievable sales quotas, company car and superb career opportunities that one would expect from a highly successful organisation.

We are proud on the threshold of the most exciting and certainly the most significant phase of our development - join us, contact now our Advising Consultant Mr Richard Champion on 021 236 1999 (24 hour answering service) or on 0362 584166 (evenings and weekends).



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In the first instance contact Cathy Tracey on 021 236 1999 (24 hour answering service) or on 0362 584166 (evenings and weekends). Alternatively, submit a Curriculum Vitae to the Birmingham Office.



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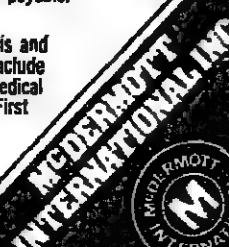
McDermott International are world leaders in construction services to the Petroleum Industry and are at present extensively involved in Oil Platform and Module Fabrication, Hook-up and Sub Sea Pipe Lines throughout the Middle East. We are currently seeking to upgrade our Onshore Support Group with the appointment of a self motivated professional in the key position of Systems & Procedures Analyst.

The successful candidate will be responsible for reviewing existing policies, systems procedures and recommending to operating units and management the necessary improvements. Other duties will include co-ordination of interdepartmental systems Development and overseeing the implementation and maintenance of these systems. He/she will also plan, direct and advise management on the introduction of cost reduction programmes.

We expect candidates to be qualified to BSc level in accounting, administration or industrial engineering and any specific additional qualifications in O & M would be an advantage. We would also expect candidates to have 5 to 7 years exposure to Internal Control Systems relating to cost accounting, accounts payable, manpower utilisation, fixed assets and inventory control.

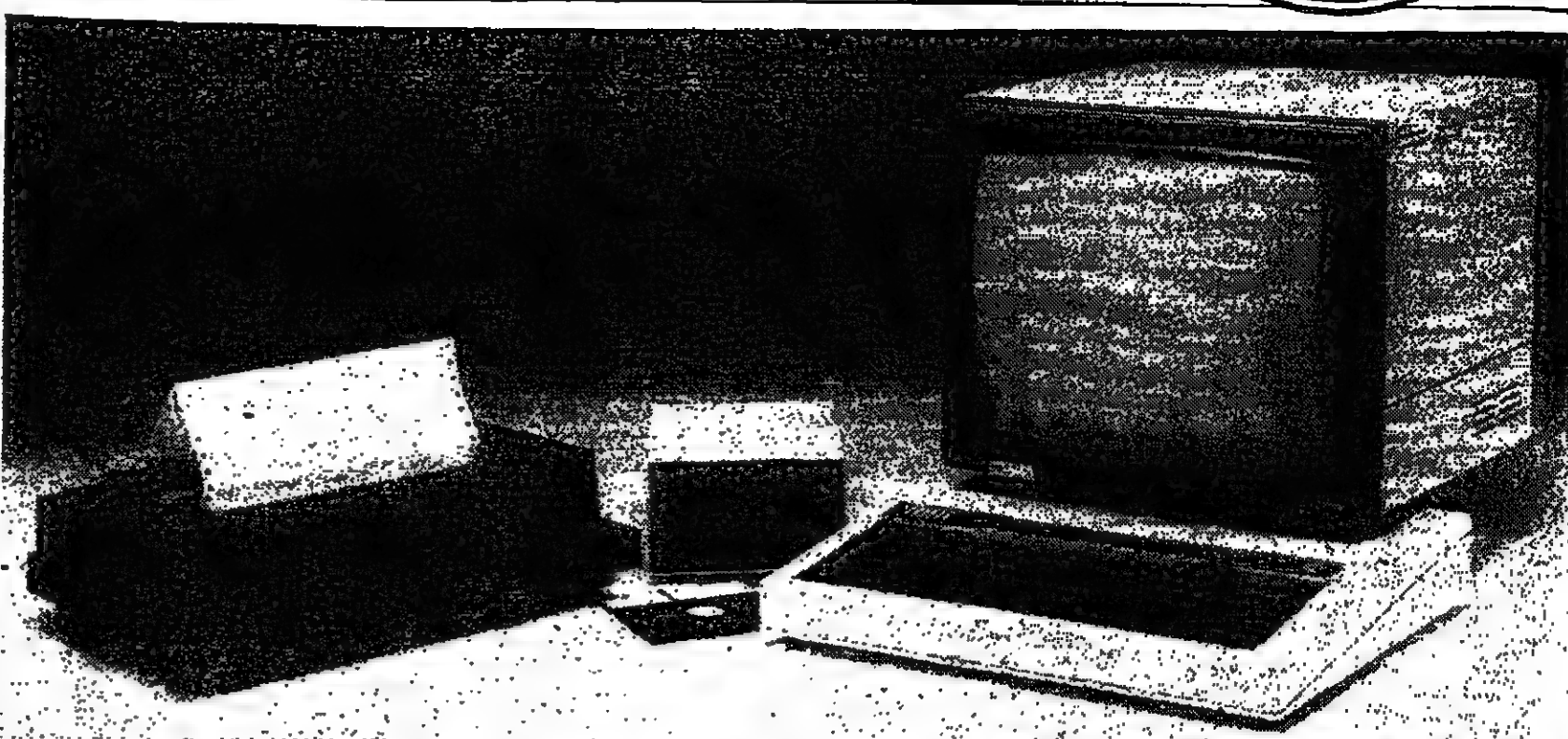
The position can be offered on either single or family status basis and carries an attractive salary, paid in U.S. dollars. Other benefits include excellent Retirement Package, Company Pension together with Medical Class Educational, Recreational and Social amenities.

Please apply in the first instance with full C.V. to:  
Alan McPhee, Recruitment Officer (Overseas)  
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Hareness Road, Alton, ABERDEEN Tel: (0224) 574677



# A computer challenge open to everyone

TEN BBC MICROCOMPUTER PRIZES



Today Computer Horizons launches its second national computer competition. Following the success of the schools competition, *The Times* now announces the National Microcomputer Challenge, which will be open to everyone.

The aim of the competition is to find the best original use of a microcomputer for a socially useful purpose, such as a novel computer program or an innovative use of a computer peripheral. Ideas may involve any type of project involving the use of hardware and software and any type of micro-computer.

The competition will be in two stages - regional and national. All the entrants need to do at the first stage is to submit in no more than 1,000 words a proposal describing the project and its benefits, and ensure that the entry is accompanied by twelve differently dated mastheads from the front of *The Times* - that is, the title at the top of Page One with the date below it.

Judging will take place in ten regions and the winner in each region will receive a BBC Microcomputer Model B, provided by Acorn Computers. There will be a second prize of a £50 W. H. Smith voucher for computer goods and a third prize of a £30 voucher. Closing date for entries is March 2 and winners will be announced in Computer Horizons on March 20.

The second stage will be the national final in which the ten regional winners will be asked to demonstrate their ability to put their proposals into practice, making use of a microcomputer. It is emphasised that entrants will not, for example, be expected to provide a complete professional program

or working model, but only to give some evidence of the practicability of their original idea.

The national judging and prizegiving will take place on April 18 as part of the London Computer Festival and the results published in Computer Horizons on May 1. First prize, provided by Acorn Computers, will be a full BBC Microcomputer Model B, disc storage system, and either a 14 inch colour video monitor or a "Sparkjet" printer. The second prize will be a £100 W. H. Smith voucher for goods and the third prize a £50 voucher.

You may enter as an individual or as a representative of a project group for a club, school, college or company. If you represent a group, you will be required to provide the name of the person responsible for the group. The prizes, therefore, may be won by individuals or on behalf of a group. If any winner already has a BBC microcomputer, Acorn Computers have agreed to substitute any other item from the BBC microcomputer system or Acornsoft programs of a similar value.

Entry forms will be appearing in subsequent Computer Horizons pages on Tuesdays. Complete details of the competition and further entry forms may be also obtained in a week or so from W. H. Smith shops selling computers and software, or in writing from the competition address:

The Times National Computer Challenge,  
43 Bedford Row, London WC99.

Watch out next week in Computer Horizons for some ideas that may give you further inspiration.

### RULES

1. All entries must be accompanied by the official entry form, completed in full. No photocopies will be accepted.

2. Entrants may submit more than one entry, provided each is accompanied by the official entry form and by 12 differently dated mastheads from the front of *The Times*. No entrant may, however, qualify for more than one prize at the regional stage.

3. All entries must be made clearly in ink. Incomplete, illegible, spilt or late entries may be rejected at the judges' discretion, as will those that exceed 1,000 words.

4. Those entrants wishing to have their entries returned to them after completion of judging must state this clearly at the time of entry and enclose a suitable stamped, addressed envelope for return.

5. Proof of posting is not acceptable as proof of entry and *The Times* accepts no responsibility for any materials lost or damaged in transit.

6. The winners of the challenge will be those entries deemed by the panels of judges in each region and nationally to have submitted the most original use of the microcomputer for a socially useful purpose. The decision of the judges appointed by the Editor is final on all matters connected with the Challenge and no correspondence connected with the conduct or outcome of the challenge will be entered into.

7. Copyright in the material submitted will at all times remain vested with the entrant. Notwithstanding this, *The Times* and all



W H Smith: hundreds of pounds worth of vouchers for computer goods to be won

others authorised by it shall be at liberty to reproduce, display, demonstrate and otherwise utilise the material in such a manner as it seems fit in connection with the competition.

8. By entering the competition the entrant and any second who countersigns the entry form on his behalf, agrees to indemnify *The Times* and its associates in this competition against any loss resulting from any claim made against TNL in respect of any infringement of copyright, or any

breach of any rights of any third party arising out of the entrant's participation.

9. The Challenge is open to all those resident in the UK. Employees and their families of *The Times* Newspapers Ltd, its associated companies or anyone connected with the operation of this competition are NOT eligible to enter.

10. All entrants will be deemed to have agreed to abide by the rules of which all instructions given herein, or as published in *The Times* form part.

Computer technology and the ever-widening diversity of its applications will be more strongly featured than ever at this year's Hanover Fair (April 4-11), according to the fair's organizers, Deutsche Messe und Ausstellungen AG.

The huge office and data technology (Cebit) section, for example, has been further expanded to cater for 1,300 exhibitors, 200 more than last

## Great expectations at Hanover

by Frank Brown

year. Total net exhibition space is now more than 1.25 million square feet in five interlinked halls.

Like the rest of the fair, Cebit is a truly international event. More than one third of the companies at Cebit will come

from abroad, and a number of countries will have group stands, including Britain, Norway, Israel, Canada and the United States. In all, some 230 American companies and 65 Japanese companies will take part. Many of their products will be on show for the first time anywhere.

To take account of the changes taking place in computer technology, Cebit 84 will additionally have sections featuring videotext (viewdata) and computer-aided engineering (Cad/Cam/Cae). Applications of computer technology will be evident in the nine other exhibitions which will be held on the 23-hall 550-acre site at the same time.

These will include an 1,800-exhibitor electrical/electronics

show, claimed to be the largest of its kind in the world. This will emphasise applications of microprocessors the use of microelectronics throughout industry.

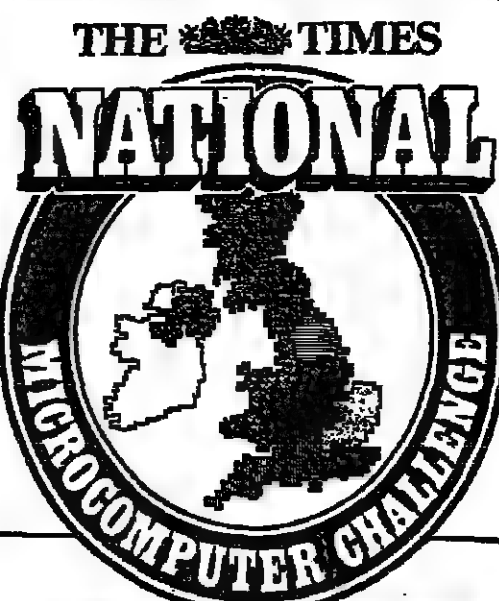
Also being held is an R and D exhibition in which some 300 research organizations, commercial as well as academic, will take part. This is designed to stimulate the development of applications for new technologies, particularly in traditional industries.

Other exhibitions will collectively cover the applications of new technologies in the design and operation of factories. These will include the recent discoveries in material fabrication made during the recent space lab mission. The fair will also be a mecca for

visitors interested in energy conservation. It will be the venue of energy '84 an international exhibition covering new and improved processes for using all forms of energy.

The ten exhibitions will be attracting some 6,000 companies and organizations from 50 countries. India, the world's 9th largest industrial nation, will be staging an exhibition in which 250 of its engineering companies - including some in computing and electronics - will be participating.

The organizers are confident that attendance at the fair will exceed the 640,000 from more than 100 countries who visited the fair last year. "The recession is now coming to an end, and companies are looking for ways to improve productivity and competitiveness," a spokesman for the organizers said. His confidence about the future could stem from the fact that the exhibition space for Hanover Fair 1985 is already sold out.



### PRIZES

#### REGIONAL WINNERS

Ten 1st prizes - BBC Microcomputer Model B  
Ten 2nd prizes - £50 W H Smith voucher for computer goods  
Ten 3rd prizes - £30 W H Smith voucher for computer goods  
The Ten Regions 1, Scotland, 2, The North West and N. Ireland, 3, The North East, 4, Yorkshire and Humberside, 5, The Midlands, 6, Wales, 7, The South West, 8, Northern Home Counties, 9, Southern Home Counties, 10, Greater London

#### NATIONAL WINNERS

1st prize - Full BBC Microcomputer System, including BBC Microcomputer Model B, Disc Storage System and either a 14in colour Video Monitor or a "Sparkjet" Printer  
2nd prize - £100 W H Smith voucher for computer goods  
3rd prize - £50 W H Smith voucher for computer goods

## THE TIMES National Microcomputer Challenge

All entries must be accompanied by 12 differently dated mastheads from the front of *The Times* and also by this form completed in full and signed where required. Entries must be despatched to arrive at the competition address below by FRIDAY, MARCH 2, 1984.

To: The Times National Microcomputer Challenge, 43 Bedford Row, London WC99

FULL NAME OF ENTRANT

Mr/Mrs/Ms.....

OCCUPATION.....

ADDRESS.....

TELEPHONE Daytime.....

Evening.....

Please complete this section if you are representing a club, school or other organized group, or will be helped by a sponsor in the preparation of your entry.

NAME OF ORGANIZATION

NAME OF SENIOR PERSON RESPONSIBLE (eg Club Chairman, Teacher, Director)

Mr/Mrs/Ms.....

ADDRESS OF ORGANIZATION (or person responsible)

COUNTY.....

TELEPHONE Daytime.....

Evening.....

Declaration: I hereby agree to abide by the Rules of the Times Microcomputer Challenge. I declare that the material entered is original material devised by the entrant(s) and has not been published, displayed or demonstrated elsewhere. As such it will in no way violate any copyright existing before, on or after the competition date.

SIGNATURE OF ENTRANT

SIGNATURE OF OTHER PERSON RESPONSIBLE (as named above)

DATE.....

DATE.....

Please note: If the entrant is entering as an individual and is aged under 18 at time of signature, this form must be countersigned by a parent or guardian.



















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# Chinese unveil Hongkong plans

By Rodney Cowton  
Defence Correspondent

China's plans for Hongkong when the British lease expires in 1997 have been revealed in greater detail than ever before. They would guarantee the maintenance of the present social and economic system for 50 years, and officials would be drawn from the present resident population.

The details were revealed yesterday by the semi-official China News Service in Peking. It coincided with a two-hour meeting in London between Mrs Margaret Thatcher and a team from Hongkong led by Sir Edward Youde, the Governor.

The next round of negotiations with China on the future of Hongkong is due to be held on January 25 and 26.

It is believed by well-informed sources that Whitehall has effectively abandoned any hope of negotiating an extension of British sovereignty beyond 1997.

Such an assessment of the position would be received with hostility by most of those who speak for Hongkong. In view of the fact that the official statement after yesterday's Downing Street meeting referred to "a close identity of views" being reached, it is unclear how fully the Prime Minister disclosed her hand.

The central feature of the Chinese plans is that Hongkong would be declared a Special Administrative Region.

Peking would take over the defence and foreign policy of the territory but Hongkong would retain the power to sign agreements with other countries on economic and cultural matters.

It would retain financial autonomy and continue to form its own economic policies. Its foreign exchange, stock and gold markets would continue to operate and the Hongkong dollar would remain freely exchangeable. The economic interests of Britain and other countries would be guaranteed by law.

Zhao tour page 6

## Janet Ball: baby

Miss Janet Ball, aged 24, who claimed that Mr Gerald Bermingham, Labour MP for St Helens South, had been her lover, gave birth to a baby boy yesterday, her solicitor, Mr Rex Makin, said last night.



Shakespeare in suburbia: The drawing room at Sydenham with figures and a clock commemorating the Bard. (Photographs: Tony Weaver)

## Plush home for actors' museum

A terrace house in Venner Road, Sydenham, south-east London has been transformed into a museum for actors. The house, which was built in 1850, is now a museum for actors, with rooms crisscrossed with programmes, paintings, first night reviews and other memorabilia.

Mr Joe Mitchenson and Mr Raymond Mander, both actors, accumulated the collection.

Viewing has always been by appointment with the two actors but soon the collection will be permanently displayed at Beckenham Place Park mansion, set in parkland owned by Lewisham Council.

Mr Mander died last year but Mr Mitchenson will live in the mansion helping to supervise his museum.



Mr Mitchenson and his collection's new home

## Boys' leader criticized after rescue search

Continued from page 1

responsibility was to my boys. I was aware there was a lot of people out looking for us. I am sure they were very well equipped and very experienced.

The criticism of the public schoolmaster was echoed in part by Mr Allan Stewart, an Under Secretary of State at the Scottish Office.

"I was surprised that the youngsters and their teacher took such risks. The weathermen forecast continuing bad weather and it is obviously not a suitable time to be on the hills," he said.

Mr Cairncross, who has regularly led school climbing parties, rejected criticism that he should have returned to Glenmore to say a search was not necessary.

"I was not going to do that under any circumstances. My

responsibility was to my boys. I was aware there was a lot of people out looking for us. I am sure they were very well equipped and very experienced.

Mr Richard Roberts, aged 52, headmaster of the 520-pupil King Edward's School defended the actions of Mr Cairncross and said that similar trips would continue in the future under his leadership. "I am fully satisfied Mr Cairncross is properly qualified for this."

The boys, suffering from nothing more than "certain tiredness", are: Peter Goulston, Andrew Roberts, Nicholas Woodward, aged 17, James Bray, James Kingleigh, both 16, and Martin Rudd, aged 15.

## Letter from Buenos Aires

# Learning democracy the hard way

The million-peso note I hand over for lunch bears the portrait of General San Martin, heroic liberator of Argentina. He looks boot-faced, as well he might. The land he set free is one of the richest on Earth: why it is so hard up and in so comprehensive a mess is an enduring puzzle.

Since last year's currency change, the million-peso note equals 100 new pesos, worth about £3 today, but maybe not tomorrow. Inflation, 1,000 per cent three months ago, levelled at 435 per cent for the year. A Buenos Aires couple, recently back after a week away, expressed incredulity at the way prices had risen in their absence.

The new President, Señor Raúl Alfonsín, must feel that he has been asked to cork a volcano. No one saves. Every one speculates. People deal in the dollar black market if they can, or else they spend without delay, as if money were like snow in this summer heat.

A girl tells me there is more substance in a new skirt than in pesos. The shopping streets are crowded. Matrons berthed alongside enormous lunchtime grumbles, like everyone else, at the rising price of beef.

The economic task facing President Alfonsín is formidable. It could break him. Some people are pessimistic, some just wary of hoping for too much.

But in Argentina's curious mixture of moods at the moment, there are also great expectations and some exuberance. After the long winter of soldiers' rule, shops sport signs saying "Welcome Democracy". Crowds in the streets enjoy the novelty of pavement theatre, musicians playing haunting Andean music and lively argument in Speaker's Corner fashion.

There is an almost self-conscious unbunting after the repression and censorship of military rule. A cabaret revue, with exquisitely-costumed girls and political comment, styles itself Opera Democratica. Artists and writers are encouraged by the President to start a cultural renaissance.

The Roman Catholic Church frowns at the new taboo-breaking discussion of divorce and abortion, evidence of change in a society whose family life is traditionally strict, and where girls live at home until they marry.

The pendulum's swing has brought naughty *Emmanuel* to the cinema, and, more significantly, the American film *Missing*, about the disappearances of people in Chile. Its impact is considerable. The fate of Argentina's desaparecidos was an element in the election of Señor Alfonsín. Now the hated generals are going on trial - and television shows the unearthing of the bones of the disappeared ones.

"Argentines forget quickly," a woman said. "People want to put the past behind them - the dictators, the Malvinas war started by those military monsters, the kidnapping, the torture. The Army is reminding us now that the people wanted the terrorists stopped."

The newspapers were silenced. How could we know the Army was going mad at its torture and killing?

To help Argentina remember, the Mothers of Plaza de Mayo meet in central Buenos Aires every Thursday afternoon at 3.30. They wear white headscarves bearing the names of their disappeared children, and walk in a circle in the plaza, not chanting, not shouting. They have done this every Thursday for eight years and have, at times, endured abuse. But they have demonstrated the power of dignified demonstration. Drops of water on stone, they helped to break the generals.

While the mothers quietly walked last week, Señor Alfonsín held his first presidential press conference. It was an event, the first such open conference after 40 years of dictatorship.

The President took questions for 90 gruelling minutes, as if to make up for those wasted years. He was not grilled: the press has to get used to the idea of questioning a leader with vigour.

Democracy has bestowed a certain dignity on Argentina's people that they have not had for many years. But there is in this country an economic and social fault-line. Argentines are a spoilt people. They have never known real struggle and have long lived off the fat of the forgiving land. They are not the sort of people to make sacrifices. And their rulers have always been plunderers, not builders.

The President needs all the help he can get. There is much to do before Argentina's infant democracy toddlers.

Trevor Fishlock

## THE TIMES INFORMATION SERVICE

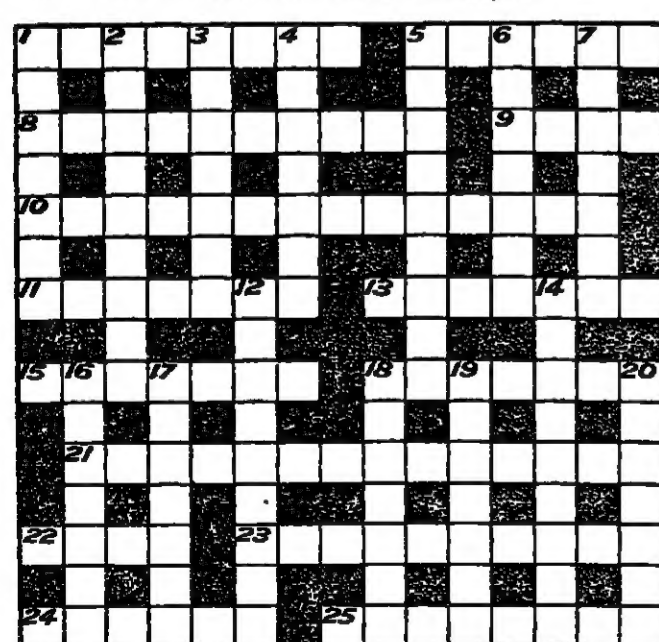
### Today's events

New exhibitions  
New Scottish Prints. Glasgow Art Gallery and Museum, Kelvingrove, Glasgow; Mon to Sat 10 to 5, Sun 2 to 5 (ends Feb 19).

Music  
Organ recital by Michael Harris, Leeds Town Hall, 1.05.

Concert with Michael Plasseau and Shmuel Ashkenazi, Cheltenham Town Hall, 7.30.

### The Times Crossword Puzzle No. 16,337



- ACROSS
- One royal lady among many appearing in the newspapers (8).
  - A politician must be in step, that's plain (6).
  - The sailor delivered round and round, getting slower (10).
  - Estimate speed (4).
  - The flower of the aristocracy (5-3-6).
  - "Hail to the Chief who in advances" (Scott) (7).
  - A big cat - all the Russian leader wanted (7).
  - Soldiers in very quiet surroundings are to get ready (7).
  - Always to be in the right, that is the dream (7).
  - Stop threat from being made generally (3,4,4).
  - Kings of Cologne who had many soldier (4).
  - Characters in a rut must make a bloomer (10).
  - Hire or fire - at the enemy (6).
  - Mad to all back after free exchange of quarters (8).
- DOWN
- Chicken not fully occupied? (7).
  - Sandwich material (9).
  - Involving rich doctors returning a baptismal robe (7).
  - Resolute enough to put a stop to the blood-shed (7).
  - Stay with a football crowd to increase the strain (9).
  - Communist terms offered in place of trade (7).
  - Performer in a difficult part is terribly nervous (7).
  - Pole joining an establishment may be (9).
  - He has a simple answer for every complaint (9).
  - Not to indulge is such a burden! (7).
  - Penny tried a new make-up for a part in "The Winter's Tale" (7).
  - Early-morning caller given a roll with nothing in it (7).
  - Peter loses his head in front of the old serving man (7).
  - An adaptation of mice, not of insects (7).

### Organ recital by Andrew Shaw, St Anne's Church, Manchester, 12.45.

Talks, Lectures  
Urban Archaeology in Europe, by Dr Henry Cleere, Usher Gallery, Lincoln, 7.30.

### Exhibitions in progress

Ten 20th Century Houses: a touring exhibition from the Arts Council of Great Britain with interesting modern designs; also a small display to mark the 150th anniversary of the Royal Institute of British Architects; Guildford House

David Garland, paintings; Karin Hesselberg, pots; Michael Cech, mirrors; Kathryn Ross, cars and tapestry; Oxford Gallery, 23 High Street, Oxford; Mon to Sat 10 to 5, closed Sun (ends Feb 1).

Flesh and Stone, City Museum and Art Gallery, Broad Street, Hanley, Stoke-on-Trent; Mon-Sat 10.30 to 5, Wed to 8, closed Sun (ends Feb 4).

Scotland's Art: an exhibition of over 2,000 paintings, prints, sculptures and photographs. Collins Gallery, Richmond Street, Glasgow; Mon-Fri 10 to 5, Sat 12 to 4 (ends Jan 31).

### Gallery, 155 High Street, Guildford, Surrey, Mon to Sat 10.30 to 4.30 (ends Jan 28).

Photographs by David Walls, McLaughlin Art Gallery, Roseville Park, Ayr; Mon to Sat 11 to 5, closed Sun (ends Jan 28).

The Body Electric, an exhibition of ballet and dance photography from 1899 to the present day, Impressions Gallery of Photography, 17 Colliery Lane, York; Tues to Sat 10 to 6, closed Sun and Mon (ends Feb 11).

David Garland, paintings; Karin Hesselberg, pots; Michael Cech, mirrors; Kathryn Ross, cars and tapestry; Oxford Gallery, 23 High Street, Oxford; Mon to Sat 10 to 5, closed Sun (ends Feb 1).

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### TV top ten

National top ten television programmes for the week ending Jan 15, 1984.

- Coronation Street, (Wed), Granada, 13.00.
- The Boy Who Loved Me, Thames, 8.00.
- Punchlines, LWT, 11.05.
- Family Fortunes, Central, 11.25.
- Game For A Laugh, LWT, 11.45.
- Name That Tune, Thames, 11.40.
- Wrestle Of All Stars, 8.7m.
- Crossroads, (Thurs), Central, 11.40.
- First And Form's Xmas Show, Thames, 11.20.
- Davidson Special, Thames, 11.10m.
- 5-4-3, Yorkshire, 10.70m.

1 Last Of The Summer Wine, 14.20m.

2 Coronation Street, 13.00m.

3 The Boy Who Loved Me, 8.00m.

4 Family Fortunes, 11.25m.

5 Game For A Laugh, 11.45m.

6 Name That Tune, 11.40m.

7 Wrestle Of All Stars, 8.7m.

8 Crossroads, 11.40m.

9 First And Form's Xmas Show, 11.20m.

10 Davidson Special, 11.10m.

11 5-4-3, 10.70m.

12 Last Of The Summer Wine, 14.20m.

13 Coronation Street, 13.00m.

14 The Boy Who Loved Me, 8.00m.

15 Family Fortunes, 11.25m.

16 Game For A Laugh, 11.45m.

17 Name That Tune, 11.40m.

18 Wrestle Of All Stars, 8.7m.

19 Crossroads, 11.40m.

20 First And Form's Xmas Show, 11.20m.

21 Davidson Special, 11.10m.

22 5-4-3, 10.70m.

23 Last Of The Summer Wine, 14.20m.

24 Coronation Street, 13.00m.

25 The Boy Who Loved Me, 8.00m.

26 Family Fortunes, 11.25m.

27 Game For A Laugh, 11.45m.

28 Name That Tune, 11.40m.

29 Wrestle Of All Stars, 8.7m.

30 Crossroads, 11.40m.

31 First And Form's Xmas Show, 11.20m.

32 Davidson Special, 11.10m.

33 5-4-3, 10.70m.

34 Last Of The Summer Wine, 14.20m.

### Roads

London and South-east: A302: Nearside lane closure, Northbound, in Grosvenor Place, between Chapel Street and Halkin Street. A303: Northbound single-lane traffic at Albert Embankment, junction with Kenwood Street. A104: Carriageway width reduced in High Road, Woodford Green at junction with Whitehall Road.

Central: A6: Temporary signals at Topley Pike, Derbyshire. A429: Roadworks on Wellesbourne to Stow road at Halford, Warwickshire. A10: Traffic signals at Lislogport.

Wales and West: A30: West-bound carriageway resurfacing on Cambourne bypass. A470: Temporary traffic lights on Pontypridd to Treherbert road at Quakers Yard, Mer. Lane closures at junction 32 (Cardiff) and junction 34 (Llantrisant), delays.

North: A1: Lane closures between Fairburn and Middlesbrough. A6: Manual traffic signals at entrance to Lynce Park, Dorset. A66: Single lane traffic controlled by lights on bridge at Edna Lodge, north-west of Appleby.

Scotland: A9: Single-lane traffic lights between Meikle and Coupar, Angus. A929: New road construction on A929, junction 4 1/2 miles north of Dundee. A7: Single-lane traffic lights 24 hrs a day at AAO bypass.

Information supplied by AA

### Electric trains

A full electric timetable is to be introduced on British Rail routes between Bedford and St Pancras/Moorgate from Monday, January 23. Responded from Summer 1983 as the result of delays in driver training and the need for modifications to the new electric trains, the full timetable will allow passengers to get the maximum benefit from the City Line to Moorgate and its new interchange station, King's Cross Midland City.

### The pound

Bank Bank Bank

Australia \$ 1.62 1.53

Austria Sch 29.10 27.50

Belgium Fr 84.75 80.75

Canada \$ 1.21 1.17

Denmark Kr 14.88 14.18

Finland Mk 8.70 8.30

France Fr 12.47 11.97

Germany DM 4.10 3.91

Greece Dr 164.00 154.00

Italy Lira 11.25 10.65

Ireland Pt 1.32 1.27

Japan Yen 249.00 237.00

Netherlands Gld 344.00 326.00

Norway Kr 11.52 10.52

Portugal Esc 200.00 188.00

Spain Ptas 166.64 156.64

Sweden Kr 11.98 11.33

Switzerland Fr 3.27 3.16

USA \$ 1.44 1.39

Yugoslavia Ddr 219.00 208.00

Notes for small denominations only, as supplied by Barclays Bank International Ltd. Different rates apply to travellers' cheques and other foreign currency business.

Retail Price Index: 341.9

London: The FT Index closed up 5.6 at 113.7.

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### Weather forecast

A cold, showery northwest-air stream covers Britain.

### 6 am to midnight

London, SE, central S England: Windy showers, sunny or clear intervals; icy roads; winds W to NW fresh or strong, locally gale at first; max temp 2 to 3C (36 to 37F).

East Angles, E, W Midlands, S Wales, E central N E England: Sunny or clear intervals, windy showers, heavy at times, more scattered later; icy roads; winds NW strong to severe gale, decreasing fresh later; max temp 2 to 3C (36 to 37F).

Central, NW England, Lake District, Isle of Man, Borders, Edinburgh: Dundee, SW, NW Scotland, Northern Ireland: Heavy wintry showers, prolonged at times, more scattered later; icy roads; winds NW strong to severe gale, decreasing fresh later; max temp 2 to 3C (36 to 37F).

Albermarle, Moray Firth, NE Scotland, Orkney, Shetland: Showers or longer outbreaks of snow, winds N backing NW strong to severe gale later, decreasing fresh or strong; max temp 1 to 2C (34 to 36F).

Outlook for tomorrow and Thursday, continuing cold and unsettled.

### Sea Passages: S North Sea, Strait of Dover: Wind W severe gale or storm; sea very rough. St George's Channel, English Channel (E): Wind severe gale moderating strong to gale later; sea very rough. Irish Sea: Wind NW severe gale locally storm in gusts at first; sea very rough.

### Lighting-up time

London 4.53 pm to 7.28 am

Bristol 5.00 pm to 7.57 am

Edinburgh 4.42 pm